

November 1990

The National Locksmith®



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The National Locksmith

November 1990



On The Cover

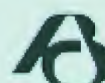
This month's Tools Issue features product from HPC, Inc. and High Tech Tools. The tools are displayed in "The Original Tool Kaddy" by Kaddies, Inc. See the special Tools Product Review Section beginning on page 36.

**Click on the article
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Commentary

Locksmiths: Men vs. Women

Boy, the fur around this office has been flying! In the September issue, we published a "humorous" article by Joseph Locke. In the story, he "complained" about all the women infiltrating the ranks of the locksmith.

First, let me state that I told Joe that if his mission failed, we would disavow any knowledge of him, his article, or his whereabouts. Joe is now sharing a room with Salmon Rushdie, another author who is also living under a death threat. Last I heard, they had pitched a tent somewhere behind Saddam Hussein's camel tent.

Now I would not even think about defending that article. (You've got to be kidding if you think I'm going to put my head on the chopping block.) But I *will* defend the fact that I published it. The first thing I did with that article was to read it to my mostly female staff. (They are the ones who really run things around here anyway.) As I started reading the story, the women here began to turn red, their eyes bulged, and small streams of smoke began to twirl out of their nostrils.

But as I continued reading, some of them started to get the joke. By the end of the article, many of the female staffers realized that Joe was really poking fun at himself and macho attitudes. But guess what? My female employees were still sort of angered by the article. Even the ones who agreed that the ending showed the joke was on men.

Since your Editor tries to be open-minded, I decided to publish the article. Especially after I talked to Barb Locke, Joe's wife. She swore she thought the article was funny. She also told me that it was a true story. She made lots more money than her husband would have during the same time frame. So I printed the article.

But hey...I'm not stupid. I *knew* that plenty of women would be offended by the article. That's why after reading the article to my staff, the next thing I did was to call Sara Probasco on the phone.

"Sara," I said. "Listen to this article!" After she heard the story read aloud, I added, "Now why don't you write a scathing reply for the next issue. Go ahead and run a knife through the Macho man." Her article appears in this issue of *The National Locksmith*.

The last defense of myself I want to make is this. Remember

that I brought on board the first female writer for this magazine, Shirl Schamp. Shirl is a locksmith per excellence who specializes in car openings. She once wrote, "If man made the car, then man can open the car." I changed that line to read, "If man made the car, then a *woman* can open it!"

Just a reminder that Dave McOmie's new safe book is now available for purchase at pre-publication prices. We expect to be able to deliver orders shortly. At first we advertised the book as *Antique Safe Opening*. That was incorrect, and now the book is correctly being advertised as *Safe Opening Volume III*.

Also, we are pleased to inform you that the *All-Lock Car Entry Manual* is now available through The National Locksmith. This manual may just be the finest book now available on the topic. Plus it is fully updated. Get your copy now; they are in stock.

In the August issue we printed a Guest Editorial by Jon Payne of ALOA regarding the proposed locksmith registration. Inadvertently, some editing of that article changed some of Jon's meanings. We apologize for the inconvenience and we will re-run the editorial in its original form in next month's issue.

The November *Keynotes* magazine asks members to vote on this issue using their reply card. Please be sure to cast your vote.



Marc Goldberg
Editor/Publisher

Letters

Comments, Suggestions and Criticisms

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and lengths. Please address your comments, praise, or criticism to Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107. All letters to the editor must be signed.

Female Locksmith Lashes Out At Male Article

Dear Marc:

I am writing a letter in response to the article "For Men Only" that you published in the September issue of *The National Locksmith*. Actually, I was quite surprised that you would publish such a "one-sided article." After all, your magazine is for all locksmiths, isn't it? Even for us "un-superior" women?

It sounds to me like the Gentleman? who wrote it is having a hard time convincing myself, (and maybe others) that he is a "real" man.

Yes, I am a (here goes that word) a woman locksmith, and pretty proud of it. I worked hard, took Foley-Belsaw course and got my certification. Also, I took training in advanced "Masterkeying." I worked for the large school district in San Bernardino. I did not get the job on looks. I tested against several men and got the job because of

my abilities and knowledge.

I also hunt deer twice a year in Utah: bow season and rifle season. So you see, we are good for other things besides housework, kids and laundry. I have three children, one wonderful husband and still work an eight hour day as a locksmith. I sure hope "Mr. Macho's" wife takes up hunting too. She would probably enjoy it as many women do.

We subscribe to your magazine at our place at employment to keep up on the technical aspects of our job. This kind of article doesn't seem to enhance anything, in fact, it is a pure out and out "put down." I feel the article, even if it was a joke, is in very poor taste.

By the way, there are a lot of women in the world who are intelligent and skilled in many "so-called men's jobs."

Even if you don't print this letter, I hope you will send a copy to the "real man."

Pam Stotts
California

Locksmith Upset About Typographical Errors

Dear Marc:

The National Locksmith is a fine publication, and it seems to be getting even better with each issue. However, there seems to be a continuing flaw

which tarnishes the magazine's image.

When you go into a car dealer's showroom to examine a particular car you are considering and this car shows an abundance of nicks, dents and scratches, what is your reaction to buying this car?

You should have the proofreading of *The National Locksmith* tightened up, if you do have a proofreader. A qualified proofreader would greatly improve your publication, and add to its prestige.

I'm hoping that you agree with me. Everyone is prone to errors, and these errors should be corrected before they get into print.

Dotson Angell
Michigan

Editor's Note: As you may know, a Microburst caused over \$100,000 worth of damage to our building. Among the items damaged by the storm was our typesetting machine. Plus we were without electric service for two weeks. Due to these problems, we were virtually unable to proofread the pages as we normally do.

However, the good news is that we have replaced the old equipment with Apple Macintosh computers which are equipped with "spell check" programs to help us better check for errors. Thus, I believe you will find that the October issue, and those thereafter, will suffer



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Reader Debates Word Usage

Dear Marc:

In the August 1990 issue of *The National Locksmith* on pages 63-68, both the author and the editor allowed the incorrect word "tension" to be used 28 times. On page 67, it was used for the word "compression" which means just the opposite of tension.

The other 27 times, "tension" was used incorrectly for "torque." One can have a turning force, a turning movement, but not a turning tension.

It is not a question of debate, as our famous A.J. Hoffman once said, since debate implies something that can be argued. In our English Dictionaries, tension is defined as a force that tends to stretch or elongate. Thus, the word "tension" does not mean or even come close to meaning torque. On the other hand, "torque" is that force which tends to rotate. Correct and incorrect usages are not debatable.

Why are so many locksmiths afraid of the truth? How can we call ourselves

professionals when we flaunt our ignorance by using an incorrect word?

Art Patch
California

Editor's Note: In the Official Dictionary of Locksmithing, tension is defined as follows: "torque, i.e., torque-like force." Purchase a copy at a lockshop near you.

Australian Tradesman Opposes Licensing

Dear Marc:

I read with great interest your Commentary column in the July issue of *The National Locksmith*, which I have received out here in Australia.

I feel that everyone in the United States should oppose the suggestion of licensing with as much force as can be mustered.

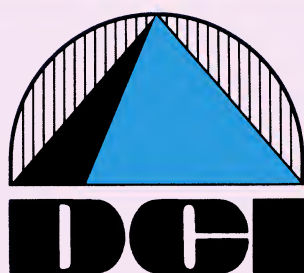
The registration of Locksmiths (and other security personnel) has been forced upon us here in New South Wales, Australia for the past several years, and is at present, subject to a claim by the Master Locksmiths Association of Asia Ltd. for an

exemption for locksmiths.

The Legislation, under the name of "Security (Protection) Industry Act" issues licenses in several categories including patrol officers, security consultants and safe makers, and the applications are made through the Police Licensing Dept. who are responsible for the licensing of hotels, night clubs, etc. An annual fee of \$250 for a locksmith shop and \$40 for a locksmith employee (apprentices are exempt) is charged.

Holders of the licenses, which were issued over the past three years to persons declaring to be free of criminal taint, will now have to produce a Trade Certificate proving that they have completed an apprenticeship and/or have successfully passed the Technical School on Locksmithing (a two year course at present). In other words, no certificate, no license.

Perhaps the idea is good, but it falls down in practice. For one thing, the police do not have the time or the manpower to police it, hence people without a license can still work as locksmiths, and locksmithing out here is a growth industry. Anyone buying a key cutting



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machine can call themselves a locksmith.

For years there was no recognized apprenticeship for locksmiths (we are now under the Engineers Award, Locksmith Classification) and no technical school training, hence many of the older locksmiths have no certificates. I know quite a few legitimate, first class locksmiths, elderly like myself, who cannot produce any certificates. It would appear that we will have a fight on our hands to prove our ability to the satisfaction of the powers that be.

The introduction of the Security (Protection) Industry Act, has done nothing to assist the locksmith getting rid of the "rip-off" merchant or the unprofessional member. It has not done anything for the trade and has put a lot of money into the government coffers.

Your paragraph "Do not be deceived into thinking..." would put the case in a nutshell, and there is no way that anyone can police our industry. In the long run, the person who is proficient, can show his knowledge, takes care with his work, and charges reasonable prices while being able to substantiate

the charge, will be the one to survive.

Our Association here, The Master Locksmiths Association of Australasia (which incorporates Australia and New Zealand) goes a long way in regulating the trade, in that it takes care to ensure that each accepted member is of a standard suitable to our needs. Restricted keys and locks are only available to members of the association.

I trust that this information will be of benefit to you, and that you will be able to get these thoughts across to your members.

Thank you for your magazine, which contains a great deal of interesting reading each month.

Ellis Fuller
Australia

Tradesman Offers Car-Opening Solutions

Dear Marc:

After reading Jim Alford's letter in the August 1990 issue of *The National Locksmith*, I decided that it was about time that I sit down and write this letter. I often read in the different trade magazines that everybody is upset

about the police, tow truck operators and taxi cab drivers opening cars for our customers. I will agree that car openings should be left to professionals like ourselves but I will play the Devil's Advocate here.

Let's take a hypothetical situation. I've locked my keys in my car at 9 p.m. on a Tuesday night, and I called a locksmith who says it will cost me \$50 to open my car. I tell the locksmith that I have no money, credit cards or personal checks. He tells me that when I get some cash, to call him back. Meanwhile, the police come by and open my car for free.

The point I'm trying to make, is that while our local association is trying to deal with this problem, we came up with some interesting problems.

If we propose a law that police cannot open cars and they must use a locksmith from an approved list, what do we do when these problems arise: Customers having no money, no checks, no credit cards, only an out-of-state check, a credit card which you do not accept, or when a customer cannot reach a 24 hour locksmith. Tow truck drivers work cheaper than locksmiths



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(if they tow the car or truck, they will keep the vehicle until payment for the bill is received, plus any storage charges), and the police open vehicles for free.

If we are going to complain about these outsiders opening cars then we must face these problems. We must go to open a car for a perfect stranger and be willing to send a bill for services and hope it will be paid. (Don't count on it, especially if it is out-of-state.) We must be willing to work 24 hours a day, including all holidays. And we must be willing to take payment in any form.

As a final piece of advice, I would like to say I am definitely for locksmith legislation and protecting our industry. If not, we may lose our livelihood. One must look at all aspects of our industry, and car opening is just one small part. Let's educate ourselves towards high security and electronic locking systems, and let the police and tow trucks open cars for pennies.

Frankly, I'd rather be doing a card access system for a regular client than opening a car for somebody I have never met, and having to trust them to send me my money for opening their

car.

Stephen Brown
Maryland

Tradesman Offers View on Licensing

Dear Marc:

This letter is in reference to licensing and registration of locksmiths. I would like to offer my opinion since I have dealt with politicians for over 30 years as a law enforcement officer and can speak from experience.

To some people, registration sounds good a utopia for locksmith problems. I say you are in for a big surprise. With registration, you will pay a fee for a license that will be relatively low, then after it is instituted, you will pay a higher fee for that license annually.

A politician will then start determining what qualifications you will have to have to possess the license and there will have to be a staff to enforce this licensing along with office space, vehicles, desks, office equipment, phones and a multitude of other things to enforce the law. For the first year, more money will be needed

for raises and from then on money will be asked for. Since the price of licensing goes up each year, the locksmiths are going to end up paying for it.

I suggest when a locksmith gets a vendor's license, he submits a fingerprinting and is charged a small fee for the processing of these fingerprints and checking for a felony record. If the person has a felony, no vendor's license should be given. My suggestion is also that other tradesman servicing the public, be treated in exactly the same way. If a person that performs locksmithing without a vendor's license, he gets a fine and imprisonment, no plea bargaining, no reduction of fines and sentences and a second offense should bring a larger fine and longer jail time.

A locksmith once told me that with licensing we will get rid of bad locksmiths and will be able to be called professionals. My reply is that I will call all locksmiths a professional until he/she messes up and then should no longer be called a professional.

Before you let politicians make and

Continued on page 90



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Technitips

Helpful Hints from Fellow Locksmiths



Send me your Technitips. Who knows, you may be our next winner! c/o The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Robert Sieveking

Congratulations to all those who find their Technitips printed here this month. Your ideas and Tips show originality and ingenuity, but they also show your willingness to share with brother locksmiths (and sister locksmiths) some of your better ideas. The little successes and minor triumphs shown here are evidence of the "Can-Do" spirit of the trade.

A great speaker once said, and I may not have the words right, but the idea should come through: "You can have almost anything you want, if you will only help enough other people get what they want." Think about that for a moment, and you will begin to realize the basic but profound truth contained in that statement.

A customer calls on the phone, and

she wants to be let into her car. Another calls and he wants to have the security of his home or business increased, so he can feel safe. A lady walks into your shop and requests a duplicate key. All of these people are all offering you opportunity.

You have the freedom to compete with others in your trade by offering your service in any way you like and at any price you set. If you find enough

people that need your service, accept your terms and pay your price, you will have a nice business. It is only by helping others get what they want that we earn the right to have what we want. If you help the lady that locked her keys in her car, she will pay your price. If you install locks for the guy who feels that his home is not secure, he too will become part of that "help" that will put you a step closer to what you want.

Win a VATS Decoder From All-Lock!

Each month, All-Lock will award one of their A-7000 VATS Decoders to the best automotive Technitip submitted this month. If you would like a chance to win a free decoder from All-Lock, simply submit your automotive tip exclusively to *The National Locksmith*. Tips submitted to other publications cannot be considered.

All-Lock's A-7000 makes it easy to diagnose system failures, service the column and select the correct key blank. This sophisticated tool is easy to use and is completely portable. Long wire leads are easy to use in cramped automotive situations.

Submit your tip, and win today!



How To Enter

All you need to do to enter is submit a tip, covering any aspect of locksmithing to *The National Locksmith*. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Why not write it down and submit it to: Robert Sieveking, 'Technitips' Editor, *The National Locksmith*, 1533 Burgundy Parkway, Streamwood, IL 60107.

Tips submitted to other industry publications will not be eligible! So get busy and send in your tips today. You may win cash merchandise, or even one of many key machines or code book sets! At the end of the year, we choose the winners of the listed prizes.

Last year dozens of people walked off with money and prizes. Wouldn't you like to be one of the prize winners for 1990? Enter today! It's a lot easier than you think!

Every Tip Wins 'Locksmith Bucks!'

Yes, every tip published wins a prize. But remember, you must submit your tip to *The National Locksmith* exclusively. Each and every tip published in Technitips wins you \$25.00 in Locksmith Bucks! Use this spendable cash toward the purchase of any books or merchandise from *The National Locksmith*. You also receive a Bonded Locksmith bumper sticker, decal and patch. Plus you are now eligible for the really big prizes!

Best Tip of the month prizes!

If your tip is chosen as the best tip of the month, you will win \$50.00 in cash as well as \$35.00 in Locksmith Bucks! Plus you will receive a quartz Locksmith watch, a Bonded Locksmith bumper sticker, decal, patch and a Locksmith Cap. Plus, you may win one of the annual prizes.

What do we say to the lady that just wants a duplicate key made?

If you're the business man that you'd like to become, you'll get up from your bench, put on your best Sunday smile, look at your customer and say, "Yes, Ma'am. How are you this morning?" or "How can I help you?" The simple courtesy and genuine concern for "what the customer needs" should be your first thoughts, and the first words out of your mouth. I've met a number of locksmiths who find words like, "Yeh, sure and What-d-ya-want" good enough for most people. Their first thoughts are: "How much can I nick this one for?" or "She better have cash." Most of these locksmiths will never really get far in business. Attitude is the key. Genuine concern that the customer receives good service at a fair price is the secret.

When the phone rings on a Friday night and a prospective customer begins describing his problem, how do you handle the call? A good businessman will show honest concern for the customer's dilemma. Make sure that the customer knows you want to solve his problem. Your attitude will effect his decision of whether or not to buy or call another shop.

Only by helping others, can we

expect reward. What you give will usually be returned with interest, so give more if you want more. The Technitips competition for 1990 is drawing to a close, so get those Tips on paper and into the mail. The rewards are yours for the taking!

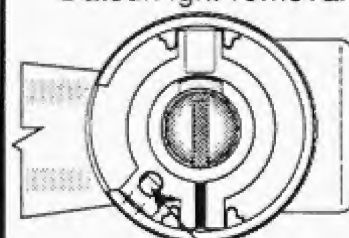
Best Tip

This Technitip is a simplified method of removing the Datsun/Subaru type ignitions that use the X6 or X7 style key. This method does not require that the housing be removed from the vehicle in most cases.

With the ignition lock housing still mounted to the steering column, carefully remove the chrome ignition lock cap and flip the "C" shaped plastic buzzer actuator out of the way, being careful not to break the actuator. The retaining pin can be seen on the outside of the housing. This should help you locate and center punch the cylinder as shown in illustration one.

Drill a 7/64" hole approximately 3/16" deep. The drill will break into the retaining pin hole of the cylinder, below the retaining pin. Use an ice

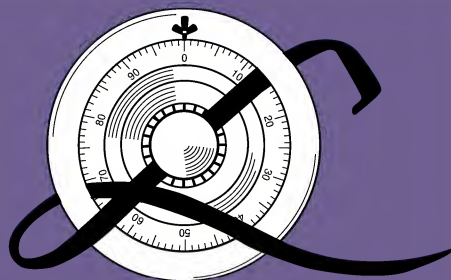
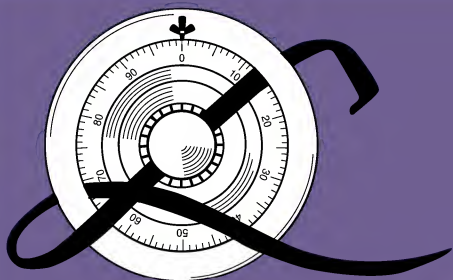
Simplified Datsun ign. removal



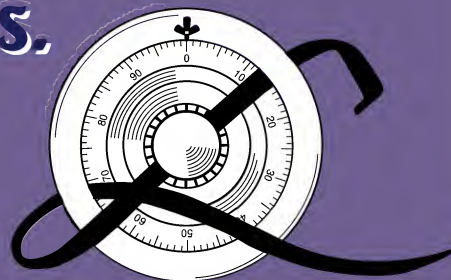
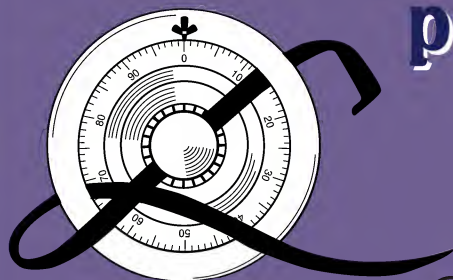
Drill from the front,
to intersect retaining pin.
Illustration 1

pick to raise the pin out of the housing. Finish pulling the retaining pin with a pair of pliers and the ignition is ready to be removed. The next step is to prevent the buzzer switch spring, lever arm and swivel pin from making an escape as you slide the ignition lock out of the housing. Catch these small parts and carefully set them aside as you remove the cylinder.

After servicing the ignition lock, simply replace the cylinder and buzzer parts into the housing and drive the same retaining pin into the housing. Repair the hole with a



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little liquid solder and replace the lock cylinder cap. This method is much cleaner than working from the outside of the housing.

T.R. Taylor
Colorado

Automotive Tip of the Month

This tip is the winner of the All-Lock A-7000 VATS Decoder. All-Lock will award a decoder to the best automotive tip each month of the year.

I have a good way of recording the VATS code for my customers, that allows them to keep a spare key that contains all the necessary information to make another key, but cannot be used to start or operate the vehicle. When asked to make a VATS key, the first step is to make a working mechanical key for the lock. This key is made on a "slave key" or "work key" (B&S 321631, ILCO #P1098AV, EZ#B62). (See illustration 2.)

The function of this key is to mechanically operate the ignition, but there is where its usefulness ends. After the VATS is decoded and the key duplicated over a proper VATS key, one

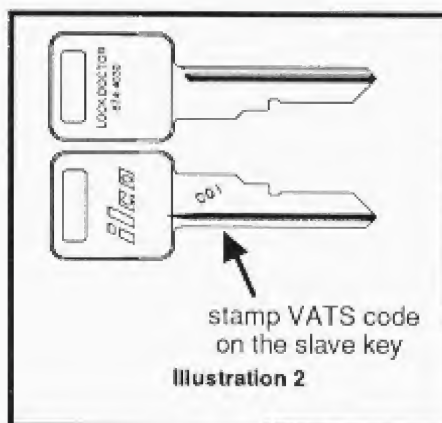


Illustration 2

with the resistive pellet in the bow, the slave key is discarded.

My Technitip is to stamp the code for the pellet on the bow of the key, and leave it with the customer, along with the new VATS key. This way, if he needs to have the key made again, he will have a working mechanical key and the proper code for the resistance pellet. Of course, you should always stamp the opposite side of the key with your shop name and phone number. This way the customer will know who to call for more service.

Juanita Ramsey
Texas

Editor's Note: The VATS (passkey) system has been added to the 1991

Buick Park Avenue, Buick Electra and Olds' Regency 98. All 1990 models that had VATS protection will continue to have the same VATS system. The 1990 models equipped with the VATS are: Chevrolet Corvette and Camaro, Cadillac Fleetwood, Eldorado, DeVille, and Seville, Pontiac Firebird and Trans-Am. Look for three new double sided key profiles on the '91 GM autos. (Curtis #B-76, B-77, B-78.) Also new codes for the same.

This Technitip is for the new wheel type combination glove box locks found on the new Pontiacs and Oldsmobiles. To "open" the glove box when the combination has been lost, insert the shim key on the right side of the first wheel. Maintain a slight pressure on the shim as the wheel is rotated. The shim will drop "in" to indicate that the first number has been found.

Repeat this procedure for the remaining wheels to locate the number for each wheel. The lock should be free to open after the last number has been found. The "shim key" can be ordered from the GM dealer under part number #17985664. They can be purchased for .63 cents each or you can make one like that shown in illustration three, from .007" shim stock. Good luck.

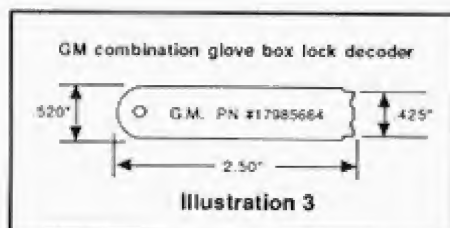
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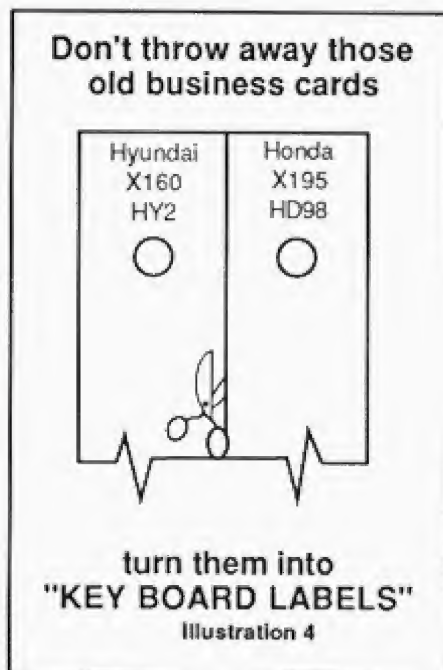
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Also, to change the combination, set the old combination to the correct numbers, push in on the lock release button and flip up the yellow lock lever inside the glove box. Set the wheels to the new combination and flip the yellow lever back to its normal position. That's all there is to it.

Michael Spahl
Kentucky

A recent move left us with a supply of business cards with the wrong address and phone number. While setting up our new keyboard, the idea of making keyboard labels from those old cards came in pretty handy. Simply cut the card in half lengthways and use a paper punch to punch a hole about 5/8" from the top of the tag. (See illustration 4.) This leaves plenty of space to type or print the make of the car and two manufacturers' key numbers. The bottom of the card can be



used to write the code series, 1200 CM code card to use, model years the key fits or any other information that you think would be handy to know about the key.

With the rapidly changing automotive key market, you always need a new tag for the new foreign or domestic keys. Now you can make good use of those old cards. Make up a batch and keep them on an unused key

hook, ready for instant use. This inexpensive Technitip will help you to organize your key stock more efficiently.

A second small Technitip, which is more or less self explanatory, if not absolutely obvious. When fitting a VATS key to a Corvette, equipped with a manual transmission, remember to depress the clutch pedal as you substitute each of the 15 electrical codes. If the pedal is not depressed, the car will not crank. What can I say? Experience is a good teacher.

Elain Willhoite
California

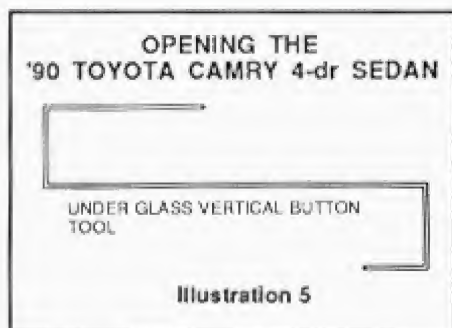
Last week I had a call to open a '90 Toyota Camry 4 door sedan. This Technitip concerns a method of opening the auto, through the rear door.

During the opening, I found that the front door lock linkage and mechanism were extremely difficult to operate by most under glass methods. I moved to the rear door, wedged the glass at the front of the door near the vertical button and inspected the linkage with a flex light. I found this linkage shielded also, but the bell crank that operates the lock button on the rear door was clearly visible, about 3" below the glass.

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The forward arm of the bell crank has a plastic connector that secures the vertical button rod. In this case the connector was red, but I have seen them yellow also. Using the under glass vertical button tool shown in illustration Five, bring the tip of the tool under the plastic connector and gently lift the bell crank to unlock the rear door. This method should take only a minute or two, as you can clearly see the linkage that you are manipulating.

John E. Steiner
New York

Don't overlook the easy way. This Technitip concerns an easy method of opening a 1989 Buick trunk. The passenger compartment was locked, and the customer had then locked his keys in the trunk. Rather than open the passenger compartment to work from

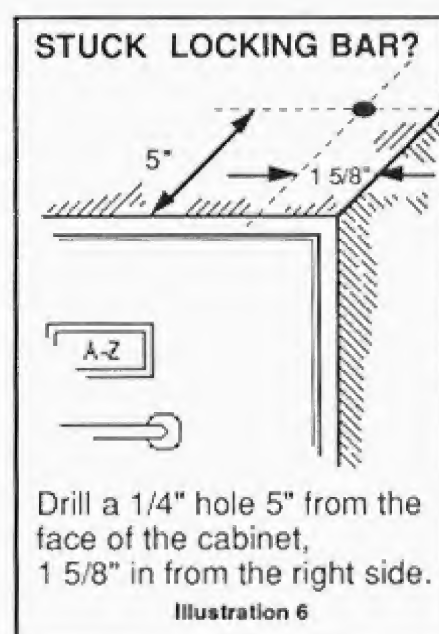
the glove box lock, making a key by reading and then progressing a key for the trunk, I looked more closely at the arrangement of the lock in the trunk lid. This model had no glued-on lock cover ornament, and the lock retaining clip was clearly visible under the edge of the trunk lid. It was secured by a pop rivet.

It was an easy task to break the head off of the rivet and pull the retaining clip down to release the trunk cylinder. After removing the lock cylinder, opening the trunk with a long screwdriver and retrieving the customer's keys from the trunk, the lock was replaced in the deck lid and a new rivet installed to complete the job.

This tip only takes a few minutes, is completely professional and though it is an old trick, it still works great. The opening didn't take more than five minutes, all together.

Aroldo Hernandez
Texas

I was recently called to open a Hercules four drawer fire proof file cabinet. The plunger lock was operable, but the locking bar would not operate the drawers when the plunger lock was released. This unit was located with a series of other file cabinets. Its location,



combined with its weight, made vibrating or shocking the bar down by jarring the cabinet impossible.

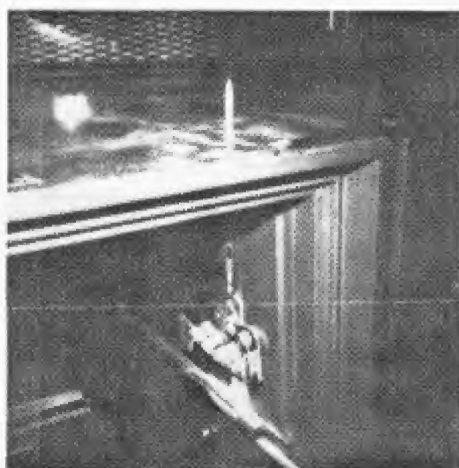
The solution, shown in illustration six, was to drill a 1/4" hole above the locking bar and push the bar down manually. By measuring cabinets of similar manufacture, in the same location, the locking bar was located 5" from the front of the cabinet and 1-5/8" from the right side. After drilling the hole, a rod was inserted and the lock bar

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7. The opened cabinet.

released. Photograph seven shows the cabinet after being opened. A pencil is shown through the top of the cabinet, resting on the locking bar. The hole was filled and the repair was painted to match the rest of the cabinet.

Moisture in the fire proofing material of this style causes the mechanisms to rust and seize up, which causes the lockout described above. This Technitip is, in some cases, the only way to open these cabinets.

Michael R. Aug
New York

My Technitip concerns a simple modification to the standard spiral key extractors that will make them more effective. The spiral is just too small in diameter to get a good grip on a key sometimes. This is usually due to the size of the key or wear in the warding of the plug. By bending the broken key extractor slightly, over its entire length (bowed) it can be rotated to grip the key more and the side of the plug less. This makes the key pull from the plug easier.

Illustration eight shows two methods of bending the key extractors. If the tip of the extractor is bent as shown, it can be rotated as it is inserted into the biting side of the key to raise the pins or wafers, one at a time, until the extractor is inserted fully into the plug. This prevents the pins from holding the key in the plug and allows the key to be extracted more easily.

A second Tip that I would like to share concerns the pick resistance of

cam locks. I have found that many times a cam lock (wafer or pin, including the Ace type locks) can be easier to pick if the tension on the tailpiece is relieved. Likewise, when you install a lock on a desk or cabinet, the pick resistance can be greatly increased by insuring that the tailpiece or cam is bent so as to place a tension on the lock when it is in the locked position.

This Technitip will make it less likely that wrong keys, paper clips, exact-o blades, or finger nail files will easily manipulate or pick the locks. When picking the Illinois double-sided locks on Detex door alarm boxes, pry the cover slightly. By removing the pressure on the cam of the lock, you will be able to rake and pick the lock much easier. Always straighten the lock cam after opening, to restore the pick

resistance.

Joel Fichtner
Alabama

Here's a quick Tip for the next time you have a stubborn GM wafer that refuses to come out of its chamber when rekeying. Try using your pick gun to dislodge the wafer. Push the wafer down in its chamber and, while lifting the sidebar with your fingernail, shoot the pick gun a few times. The wafer should fly out of the plug on the first shot. If you need to retain the wafers, lay your finger over the top of the wafer so it will just pop out of the plug far enough to be removed with a tweezer. This method saves time and aggravation when recombining GM cylinders. Give it a try.

Steven Glass
Tennessee

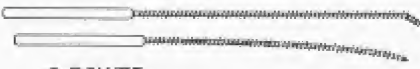


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Key extractors made more effective by bending

1. BENT TIP ONLY



2. BOWED

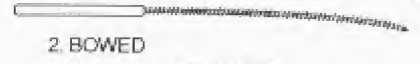


Illustration 8

Newsmakers

New Products and Industry News

Hardware Sales' Product Catalog

The new 1990-91 security hardware catalog from Hardware Sales and Supply contains 352 pages of stocked products, information and pricing.

Over 9000 stocked products are included in the catalog, and more than 100 manufacturers are represented. The catalog is a first rate sales and information tool, and includes up-to-date pictures and technical information along with a complete, easy-to-reference index by product type and manufacturer.



Circle 360 on Rapid Reply

Kwikset Markets Designer Hardware

Kwikset Corporation, a division of Black & Decker, has joined with Valli & Colombo, to distribute its upscale lines of Italian-made designer hardware for doors and related door hardware accessories.



Based on the "Great Italian Masters" marketing theme, the Valli & Colombo products are being introduced as high-end decorator items that reflect the design and craftsmanship associated with Italian works of art by Michelangelo and Botticelli, Venetian glassware and modern symbols of distinction by Ferrari and fashions by Gucci.

The Valli & Colombo by Kwikset designer hardware line includes cast solid brass door handles, knobs, escutcheons, coat hooks and other coordinated door hardware accessories.

Circle 361 on Rapid Reply

Corbin & Russwin's Key Control System

Corbin & Russwin Architectural Hardware introduces the KC 2000 Lock and Key Control Program.

The user friendly IBM PC based software package categorizes and tracks all cylinders, doors, locks, and key holders for building complexes of all sizes. The KC 2000 is a powerful management tool that helps maintain key system integrity and simplifies record keeping.



Circle 362 on Rapid Reply



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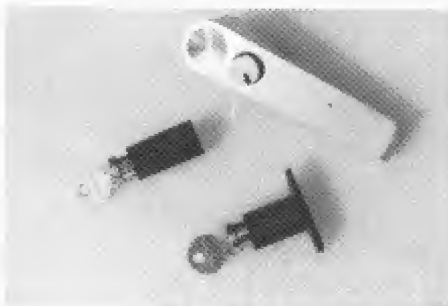
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Absolute Security's Art Plunger Lock

A durable, pick resistant art plunger lock from Absolute Security fits a standard 7/8" bore and can be considered non-key or key retaining.

The UL Listed art plunger lock is an interchangeable core cylinder and has four or five pin cylinder available. There are 331,776 different keys to operate this lock using a four pin cylinder, and 7, 962,624 keys using a five pin cylinder.

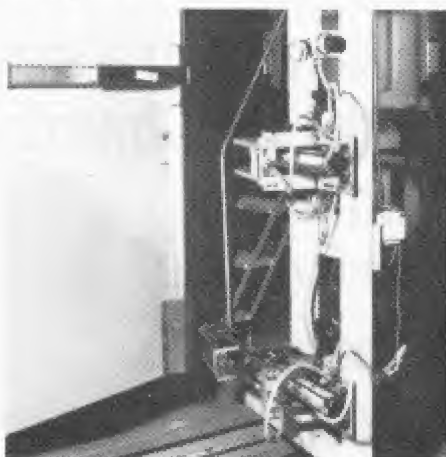
The lock is available in chrome, brass and antique brass along with a variety of powder coat colors. A two year guarantee is also included with the lock.



Circle 363 on Rapid Reply

Von Duprin's New Latch Guard

Von Duprin's new vertical rod and latch guard protects the bottom rod of an exit device from impact damage caused by carts or passing through the doors. This protection is essential to preserve the device's intended function and avoid jeopardizing safe egress during an emergency.



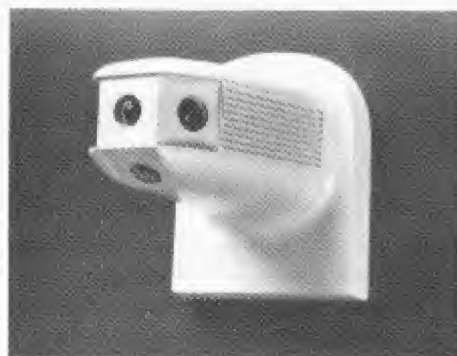
The guard provides an attractive, smooth, and unobstructed surface which allows the door to be easily pushed open with the bumpers of a wheelchair.

Circle 364 on Rapid Reply

Door Spy Introduces Improved Doorway Security

With the introduction of Door Spy DS-5, the first, four-way viewing device for apartment, office and hotel room door security, Door Spy, Inc. is inaugurating a new product line of four-way viewing devices.

Traditional peepholes permit the viewer to see a limited area in front of the lens, and often the view is distorted and blurred. Door Spy DS-5 permits viewers to see forward, below, left and right of the door, for 20 feet or more, 90 percent distortion free.



Circle 365 on Rapid Reply

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Preso-Matic's New Deadbolt Door Lock

A mechanical digital deadbolt door lock is now available with a shorter backset for installation in paneled doors from Preso-Matic.

The lock comes with a 2-3/8" backset, and is constructed of hardened steel deadbolt which rotates so it cannot be cut or sawed. 10-number buttons offer 10,000 or 10 million possible combinations.



Circle 365 on Rapid Reply

American Lock Adds Hasp And Lock

The newest additions to American Lock Company's maximum security professional padlock line are here.

The Model 1305P padlock offers a solid brass cylinder and keys, a hardened steel shackle and cover plates, a double steel ball locking mechanism, and a five-pin tumbler cylinder. It is packaged with a zinc plated #875 Flex-O-Hasp that conforms to awkward contours.

The ultra security Model 2000 is a circular "shackleless" padlock with a recessed six pin tumbler cylinder and a solid one piece chrome plated case measuring 2-7/8" in diameter. It is packaged with a zinc plated #825 hasp.

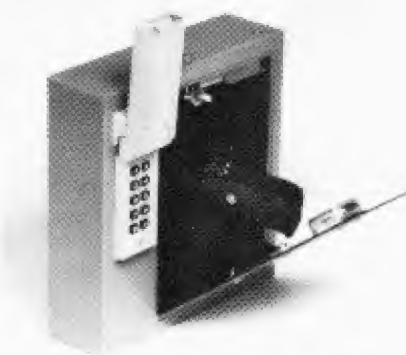


Circle 366 on Rapid Reply

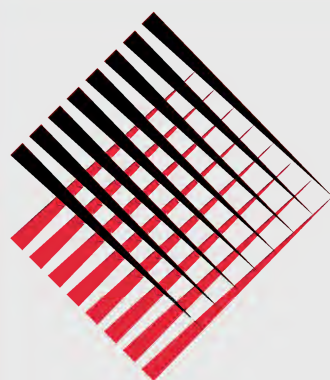
Costello's Gun Locker Safe

With state gun laws changing rapidly, firearm safety is becoming a priority issue. Costello Manufacturing developed The Gun Locker, the most innovative and state of the art handgun storage system, currently on the market, to make handgun ownership safer.

The 11 gauge steel constructed gun locker allows entry through a personal pre-set illuminated electronic keypad. Once activated by entering your personal four-digit code, the door is instantly opened and drops the handgun into reach.



Circle 367 on Rapid Reply



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Aanon Corporation's Safetron Model 6000-E

Aanon Corporation introduces its burglar resistant Safetron 6000-E, an easy-to-use electronic locking system for in-home, hotel and commercial use.

The 6000-E is useful in housing fire arms and valuables within the home, hotel rooms for cruise ships, and has digital access, by having a design similar to a telephone touch tone pad. The combination lock can be opened in the dark, and is set on an internal thumbwheel display in back of the safe door, to allow the user to change the



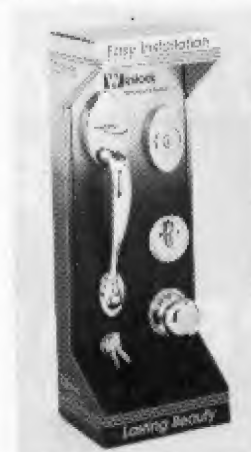
combination as often as needed.

Circle 369 on Rapid Reply

Weslock New Retail Entry Handle Package

Weslock's new retail entry handle package combines maximum product visibility with eye-catching graphics, and is constructed of durable corrugated cardboard.

The new package features sharply cut-away sides, which allow complete product visibility from any angle and eliminate the distraction of reflected color in glossy brass finishes.



Circle 370 on Rapid Reply



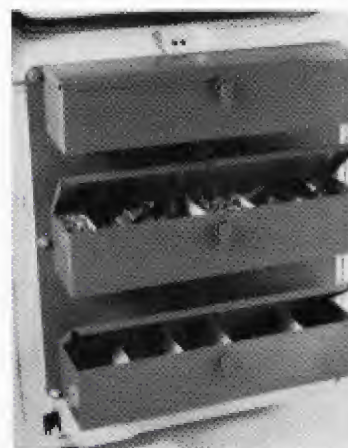
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VanQuip's New Van Door Storage System

A small parts storage system that mounts on any van's side-hinged door is now available from VanQuip.

The door unit, Model A6172, "Door Tray Unit," offers three storage compartments on a heavy-gauge steel back plate mounted on the inside door panel of service and utility vans. It is excellent for providing easily accessible extra storage space for small parts and hardware, fittings, o-rings, and tools. It provides storage space in an area that is normally wasted space in vehicles.



Circle 368 on Rapid Reply

Enhancing The 1200 CM

"A company called AAA Products International offers products designed to enhance the HPC 1200 CM code machine by making it a faster machine."

by Bob Sleveking

The quality of the tools you use will, in most cases, determine the amount and quality of the work you produce. Good tools will, most times, produce good work, in the hands of a craftsman. When I was starting in locksmithing, I made a set of depth and space keys with a Pipin file and vernier caliper, using a lock cylinder to guide the cut spacing. I still have that old set of Corbin depth and space keys, though they have grown black with age from not being used. As the business grew, I was able to buy a code machine.

Having carefully studied the catalogs and flyers, I decided that the HPC 1200CM was the best all around code machine for my needs. Why?

Because, very simply, for me it was the easiest to use. Accuracy, speed and convenience are the primary requirements of any professional tool. I can't argue with the simplicity of design or the convenience of use. After 15 years, I have never had occasion to be less than completely satisfied with the machine.

Now, a company called AAA Products International offers products designed to enhance the HPC 1200CM code machine and increase its utility by decreasing the amount of time required to originate a key, preventing damage to the cutter or vise jaws, and generally adding some features that make it an even better tool for the craftsman.

The four "Jiffy" products for the

HPC 1200CM are: the CF-12 Cam Feed attachment, the QS-12 Quick Space attachment, the FG-12 Key Flip Gauge and the SS-12K Key Stop Kit. All of the attachments are accompanied by complete instructions, that make installation and adjustment a snap. None of the "Jiffy" attachments require the machine to be modified in a permanent way that would prevent removal of the modification and return to normal operation.

It is not often that a manufacturer endorses aftermarket product improvements, but in a letter "To All Locksmiths" from Jerry Hoffman, president of HPC, this is what he had to say about "Jiffy" products.

"HPC is recommending the use of



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the following products for the HPC 1200CM. CF-12, 1200CM Cam Feed; QS-12, 1200CM Quick Space; FG-12, 1200CM Flip Gauge; SS-12K, 1200CM Key Stop Kit. We have tested them and found them to be an enhancement and will not void your warranty."

The enhanced HPC 1200CM is, in the words of the manufacturer, "The fastest motor driven mechanical code machine in the world, without sacrificing any of the original accuracy of the machine." One testimonial letter I read from a locksmith in Texas, stated that he had "cut 105 differently coded keys," for a large masterkey system, "in about two hours." That's not bad, for a Texan. We installed the Jiffy Quick Space and Cam Feed attachments on the HPC 1200CM in our shop about a year ago. I have to agree that it has more than paid for itself in convenience and time savings. If your shop maintains any number of masterkey systems, you need to be running an "enhanced" 1200CM.

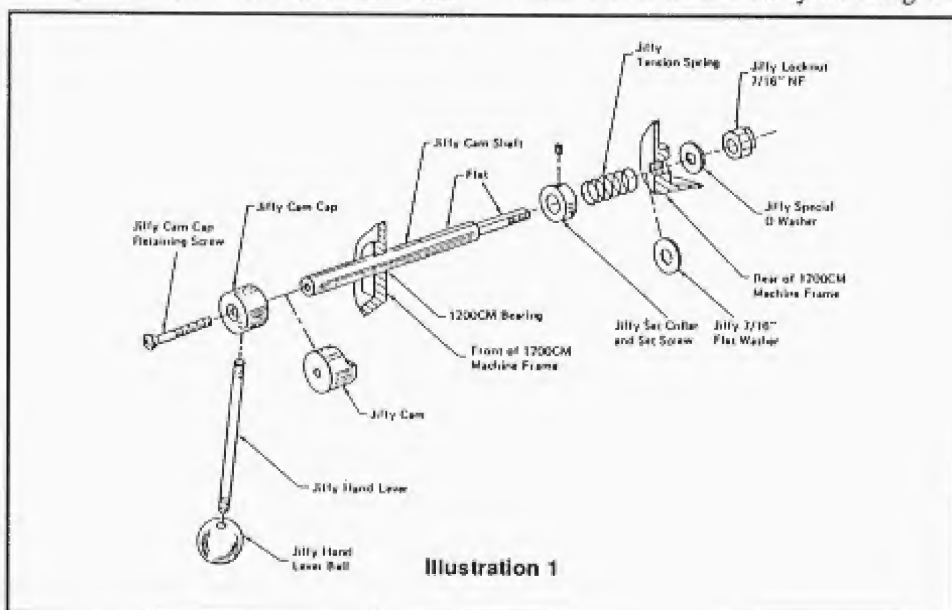
Let's take a closer look at each of the Jiffy "enhancements."

CF-12 Cam Feed. Installation of the CF-12 Cam Feed should take no longer than five or 10 minutes to complete. The fully illustrated instructions packaged with the attachment are

written in an easy to follow step-by-step format, so you can't go wrong. (See *illustration 1*.) Remove the factory depth screw and hand wheel, lubricate and install the cam feed shaft, and adjust the maximum travel of the cam. Adjustment of the two stage cam feed attachment is as simple as cutting a GM key. Install the GM code card in the machine and carefully lift the hand lever of the new cam feed to move the key vise towards the cutter.

Adjust the 7/16" locknut on the Cam

Feed shaft, at the rear of the machine, to bring the depth needle to exactly one "needles width" past the #5 depth. (This is the deepest cut of a GM key.) With the Cam Feed adjusted in this manner, it is virtually impossible to feed the key vise into the cutter accidentally. If this safety feature prevents you from ruining one cutter, it will have paid for itself. The hand lever of the cam can be adjusted to operate in any segment of the circle. Only about 90 degrees of lever travel is necessary to bring the



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machine to full depth. This, compared to five turns in and five turns out, necessary to make one full depth cut using the hand wheel style feed mechanism, should illustrate the time and motion savings to be realized with the Jiffy Cam Feed as shown in photograph two

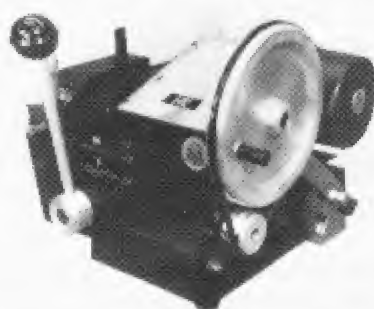


2. The Jiffy Cam Feed (CF-12)

QW-12 Quick Space. The Quick Space attachment allows you to dial in spaces even greater than before. The illustrated instruction sheet that accompanies the attachment says that it should only require about five minutes to install. The explicit instructions which accompany each of the Jiffy products could be used as an example for what instructions should be. They leave very little to the imagination.

They are clearly illustrated, technically correct and easy to understand.

Remove the factory installed hand wheel from the HPC 1200CM, install the Quick Space hand wheel assembly and the small drive pulley, then install and adjust the drive belt. The large hand wheel, shown in photograph three,



3. The HPC Jiffy Quick Space (QS-12).

gives a 4-1/2:1 mechanical advantage over the factory installed hand wheel. This means that slightly less than 1/4 turn over the large hand wheel will cause the same spacing travel as one full turn of the original hand wheel. An excellent machine just got a little better.

FG-12 Key Flip Gauge. The FG-12 Key Flip Gauge attachment clamps to your existing HPC 1200CM key shoulder gauge in a few seconds. A

small allen head set screw in the body of the flip gauge clamps the attachment to the existing shoulder gauge, as you see in photograph four. A small hex wrench is included with the flip gauge, further simplifying the installation.

There are several benefits from using the Jiffy Flip Gauge. It prevents



4. The Key Flip Gauge (FG-12).

the shoulder gauge from falling down, as you see in photograph four. It keeps your fingers in front of the pivot arm, well away from the cutting wheel, when raising and lowering the shoulder gauge. When properly installed, the flip gauge will help to prevent the cutting wheel from contacting the "hardened steel" shoulder gauge. The body of the FG-12 is aluminum, which will not dull or injure the cutter. Look up the price of



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a new cutter if you don't think an ounce of prevention is in order here.

SS-12K Key Stop Kit. The Double Parallel Shoulder Key Stop kit is the handiest idea yet for the key machine. For those keys with double shoulders, which include almost all foreign double sided keys and most popular deadbolt and knob lock keys, the shoulder stop eliminates the need to use the swing-up shoulder stop. Simply insert the key and slide the "rear" shoulder against the "hard stop," the key is just as accurately gauged as if you had used the swing-up gauge.

Installation of the SS-12 requires that a small hole be drilled and tapped into the lower vise jaw of the HPC 1200CM. Accurately placing and tapping this hole gave me a little pause, but the "kit" includes a precision drill fixture that guarantees the exact position of the tapped hole. By reversing the drill fixture, it becomes a guide for the tap also. This insures that the tap is perpendicular to the vise jaw and straight with the drilled hole.

The kit also includes the proper drill and tap for the installation. The drill and tap are even packed with special high film strength lubricant, to insure that the job goes right. It is very unlikely that you will have any problem

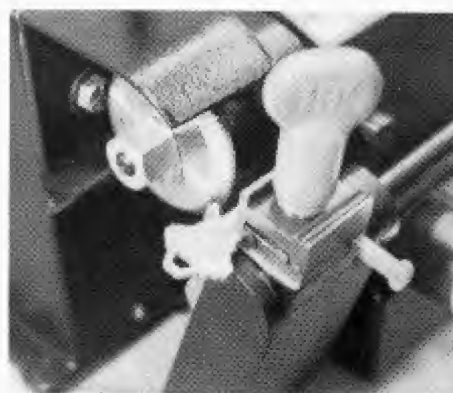


5. Hole in the lower vise jaw of SS-12.

installing the hardened stop screw in the vise jaw, given the instructions, drill and tap fixture, and the proper drill and tap.

If you have a problem, or break the tap off in the vise jaw, the instruction sheet instructs you to remove the pivot arm from your machine and send it to AAA Products. They will remove the broken tap, install the stop screw, and return the pivot arm within one working day from receipt.

Photograph five shows the countersunk tapped hole in the lower vise jaw. Read the instructions carefully and take your time with this one. Once



6. Key shoulder touches hard and flip stop.

the hole has been tapped, adjust the stop screw using a double shouldered key and the flip-up key gauge. The key shoulders should touch both the hard stop and the flip stop, as shown in photograph six, when properly adjusted. The hard stop is a self locking Nylock screw. It is adjusted with a hex wrench provided.

For more information about the Jiffy products described here, contact your local distributor or Jiffy Lock Tool Division, AAA Products International, 7114 Harry Hines, Dallas, TX 75235, (214) 357-3851.



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Tool

Review

If there is one thing that locksmiths really love it is their tools. There is a tool for every purpose under heaven. Some are clever and nice to have. While others are truly indispensable. In this product review section we present you with a variety of the tools manufactured to meet the needs of the locksmith. Feel free to use the Rapid Reply card to request information on any interesting product you may see here.

AAA Products' Locksmith Vise

AAA Products International, Jiffy Tool Division, offers a new patented vise for locksmith work, that will hold most lock cylinders for impressioning, picking, shimming, or tough screw removal.

The ML-7 vise comes in a foam lined hard case with three pairs of tough, non-marring jaw inserts. This vise can be hand-held or clamped in a larger vise, and a steel base is available for bolting it to a work table.

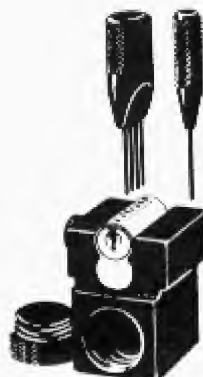


Circle 401 on Rapid Reply

A-1 Security's Dumping Block

A-1 Manufacturing Corporation, manufacturer of "The Block" and the "Capping Block" adds a servicing interchangeable core product to its line.

The "TB3, Dumping Block" will hold pins and springs from dozens of cores from Best, Eagle, Arrow, and Falcon. It is made of hardcoat, anodized aluminum and is shouldered for use with or without a vise.

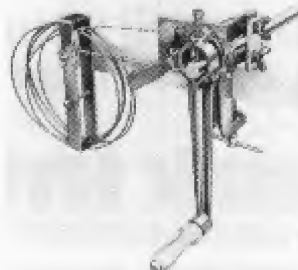


Circle 402 on Rapid Reply

Advance Car's Spring Winder

The porter spring winder from Advance Car Mover Co., Inc. makes extension and compression springs up to 1-1/4" diameter and wire up to 3/16" diameter.

The hook-on spring looping tool forms perfect loops and hooks on springs up to 1/2" OD. Other accessories include cut-off nipper for hard wire and packaged music wire up to 3/16" diameter. The porter spring winder requires no experience or skill to operate and it is built for years of dependable service.



Circle 403 on Rapid Reply

Borroughs' Connector Kit

Borroughs Tool and Equipment Corporation offers a new Stramer connector kit for use with the VATS/Pass Interrogator key testing system.

The Stramer connector kit allows quick and easy access to the vehicle's anti-theft computer chip system, to determine correct key replacement or possible Pass ignition lock cylinder failure.

This simple method eliminates the necessity of removing the wire harness, unplugging wires, and expensive key blanks wasted by the trial and error method.



Circle 404 on Rapid Reply

Gil-Ray Offers Cutter Sharpening

Gil-Ray Tools Inc. offers a mail order sharpening service for dull key machine cutter wheels. Established in 1945, Gil-Ray Tools sharpens and repairs all types of dull machine cutters including: code cutters, duplicating cutters, slotters, and file cutters. They sharpen all materials including high speed steel, tool steel and carbide.

All dull wheels are restored to blueprint specifications and can be resharpened many times.



Circle 405 on Rapid Reply

Jenson Tools' Tool Kit

The JTK-85R Tool Kit from Jenson Tools, Inc. contains more than 80 tools specifically selected to speed installation of locks, alarms and security systems. Included are screwdrivers, nutdrivers, wire strippers, magnetic stud finder, hacksaw, drill set, calipers, drywall saw, fuse puller, grounded outlet tester, solder and soldering iron.

The tools are housed in a two-pallet, 17-3/4" x 14-1/2" x 9-1/4" deep tough case with tongue and groove closure, chrome plated latches, and extra room in the case bottom for additional parts and equipment.



Circle 406 on Rapid Reply

JS Products' Pro Headlights™

Brighteyes Pro Headlights™ solve problems like when you need a flashlight, and both hands are free. The usual solution is to put the flashlight into your mouth.

The Brighteyes Pro solution is to wear a set of Brighteyes Pro Headlights which is a flashlight that has two lights shining wherever you look, and allows both hands free to work. Since they are worn on the head, and can even be worn over regular eyeglasses, anyone can use them.



Circle 407 on Rapid Reply

HPC's New Electropick™

HPC Inc.'s new cordless rechargeable electric pickgun (EPG-1) allows the locksmith to duplicate his exact raking motion many times per second.

The gun rakes open pin and disc tumbler cylinders using a rapid up and down movement, which causes the top and bottom pins to separate, meeting the shear-line.

HPC's Electropick™ comes complete with a charger (for bench or wall mount), three raking tools and two tension tools.



Circle 408 on Rapid Reply

Key Connector's Anglelizer Adaptor

Designed exclusively for the Key Connection by Ted Seidman is the new Anglelizer Adaptor to cut Medeco level one and two keys on any normal duplicator and will work with a manual or automatic key machine.

Once the Medeco key has been decoded and duplicated on your key machine, the duplicated key is slid into the keyway of the Medeco Anglelizer Adaptor with the cuts up. The slots on the top of the Adaptor are designed for either right, left or center angles. With the help of the Anglelizer Adaptor, you will be able to duplicate the correct angles and provide a working key.

Circle 409 on Rapid Reply

Labor Savings' Creep-Zit™

The Creep-Zit™ from Labor Savings Devices replaces fish tape and is used on any commercial or residential job of running wire.

The Creep-Zit includes five 6' rods, a bullnose head, a mini eggbeater head and a PVC storage case. The lime-green fiberglass rods are less than 1/4" in diameter.

The uses of the tool make fish tape obsolete. Included uses are false, grid, and inside walls, along with under carpets.



Circle 410 on Rapid Reply

Leading Edge's Drill Kit

Leading Edge Tool's Tight Fit Drill Kit fits onto a drill motor and provides the user with the capability to reach otherwise non-accessible places.

Drilling, buffing, filing, screwing and a host of other tasks can be easily accomplished without disassembly of the workpiece components or danger of a rotating drill chuck harming the work surface.

Omni drill bits supplied with the basic kit will spoil the person that has been used to common "off the shelf" type drill bits.



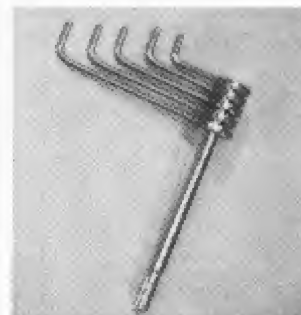
Circle 411 on Rapid Reply

Lockmasters' New Picking Tool

Lockmasters, Inc. announces the creation of an exciting tool for picking LaGard's 2200 key lock.

The Skip Pick created to manipulate the LaGard 2200's drive cam and all four wheels in a matter of minutes, is used in conjunction with an amplifier to allow the steel "L" handles to align the wheel gates and drive cam gate under the fence.

When properly aligned, the lever drops and then simply retract the lockbolt using one of the "L" handles.



Circle 412 on Rapid Reply

O-Mega's New Star Warrior™

The Star Warrior™ from O-Mega Stun Guns is made from 21st century futuristic design and technology, and is considered the most awesome, frightening and intimidating stun gun currently on the market.

The totally electrified shaft with visible electric arcs running up and down the shaft, has an increased power of 150,000 volts.

The 18" Star Warrior™ has a rubberized finger-grip handle, contains two batteries and dual coil, and any touch with the shaft's parts is effective.



Circle 413 on Rapid Reply

R&D's New Pick Sets

R&D Tool Company's GM and Ford sidebar locks are considered to be the most pick resistant car locks.

Through research and design testing, R&D developed a set of precision tools which simplify the picking and decoding of GM locks and picking Ford locks.



Circle 414 on Rapid Reply

S&B Enterprises' Q-Rod™

The Q-Rod from S&B Enterprises opens the latest version of GM vertical sliding locking systems faster and more efficiently than any tool currently on the market.

The Q-Rod goes directly to the lock/unlock button, and by-passes anti-theft guards in 1986 and newer models.

It is designed to go between tight fitting weatherstripping and is made of heat treated spring steel for long life and durability.



Circle 415 on Rapid Reply

Sandstrom's New Padlock Protection

Poxylube CP-200 dry film lubricant from Sandstrom Products, keeps key-operated padlocks performing trouble-free, while protecting the inner workings for easier key entry and smoother operation with no film or run off.

Poxylube CP-22 stands up to extreme heat and cold, while not evaporating or attracting dust and dirt. It also prevents the build-up of corrosive agents.



Circle 416 on Rapid Reply

Slide Locks' Z-Tool Update

By use of Crack 'N Peel paper, the Z-Tool manual from Slide Lock Tool is designed to hold two years of new instructions and illustrations as well as the page for current "vehicle index guide."

Some of the newest models include: Nissan's 240SX, 1990 300ZX, Plymouth Acclaim, Dodge Spirit and many other manufacturers' newest models.

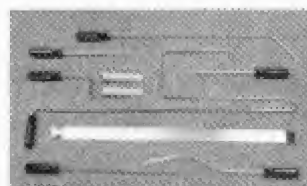


Circle 417 on Rapid Reply

Steck's Opening Tool Kit

Steck Manufacturing Company offers a set of nine tools designed to unlock both foreign and domestic cars, and includes the newer cars where the inside linkage is inaccessible.

This affordable kit is indispensable to locksmiths and includes an instruction sheet showing how to unlock cars without damage.



Circle 418 on Rapid Reply

Tower Lock's Tool Case

All car opening tools can be carried in a convenient, affordable and professional locking case by Tower Lock Enterprise.

The 21 x 8 x 2 case is made of black padded cordura nylon with elastic inside to hold the contents in. It comes complete with a zipper encircling three sides.

The case will not scratch the car finish on top of the vehicle's roof and fits most brands of car tools.



Circle 419 on Rapid Reply

A-1 Security's Tool-N-One

A-1 Security Manufacturing Company offers the Tool-N-One tool made of precision ground black oxide steel, which serves a dual function.

Side "A" removes cylinder caps from Arrow deadlocks and is 4" long to fit over tailbars, functioning with the cylinder in or out of the shell.

Side "B" is for the pin tumbler cylinder with .500 +/- diameter plugs.

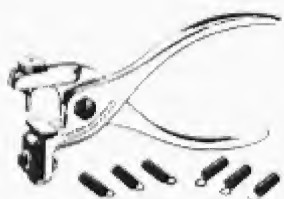


Circle 420 on Rapid Reply

Advance Car's Hook-Kon

The Hook-Kon spring looping tool from Advance Car Moving Company can form perfect loops and hooks on the ends of coiled wire springs made from wire sizes up to .62", with outside diameters of 1/8"-1/2"

The Hook-Kon allows a special spring to be made by forming required loops or hooks on the ends of a spring-made on a lathe, a hand-spring winder or a spring cut from a stock length extension spring.



Circle 421 on Rapid Reply

HPC's New Astro Tool

HPC, Inc.'s new Astro Tool (CO-66) has proven to be the quickest, easiest and most effective way to manipulate the linkage in the Chevy Astro.

The CO-66 also opens a variety of horizontal linkages on GM cars and vans, and although the CO-66 is intended for the Chevy Astro Van, new applications are still being discovered.



Circle 422 on Rapid Reply

JS Products' Light Inspector™

Steelman/JS Products, Inc. introduces the Steelman™ Inspector™, a lighted adjustable inspection mirror featuring a 1-1/2" x 2" rectangular mirror with a brilliant light at the base of the mirror which illuminates the total inspection area.

The Inspector eliminates the guesswork and time wasted with changing mirror angles by allowing the user to adjust the mirror angle by quickly and simply adjusting the thumb control knob.



Circle 423 on Rapid Reply

O-Mega's New Secret Agent™

O-Mega Stun Guns' Secret Agent™ is 5" long and has an increased power of 80,000 volts.

The Secret Agent has a comfortable rounded hand-grip, a recessed trigger and a beautiful symmetrical shape.

It easily fits in a purse or pick, and its extremely loud electrical sound is an effective deterrent.



Circle 424 on Rapid Reply

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Foreign Car Key Blanks

"The purpose of this article is to help you organize your keyboard when it comes to the vast array of foreign car key blanks which you have to stock."



Send your lock and key questions to Jack Roberts, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107

by Jack Roberts

Furincar, Ferncar, Foronado, Fornotto. No matter how you say or spell it, the numbering system for foreign automotive key blanks caused many of us to mumble a few choice words of our own when attempting to identify a particular key when it is presented by a customer for duplication.

In a previous article, we discussed the numbering systems used by various manufacturers for paracentric cylinder keys and I suggested how to cope with that problem. The purpose of the article was to help you to organize your keyboard and reference materials to quickly locate and duplicate a customer's key, not to suggest that you stock blanks from any particular manufacturer.

In reviewing key blank catalogs from the past 50 years, it is easy to see that the foreign automotive market has grown consistently each year, and this growth will continue in the future.

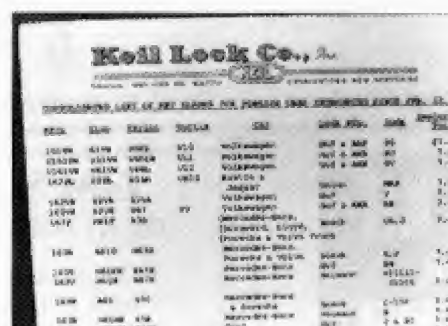
The 1953 Ilco catalog contains 10 blanks (see photograph 1) that could be considered foreign (import) while the 1988 catalog has in excess of 1100 blanks.

Keil in 1954 showed only six import blanks, but by 1960, the Keil line of foreign car blanks had grown to 62. (See photograph 2.) Taylor and Dominion entered the market early with what they referred to as a "full line" of import blanks with Taylor showing more than 400 blanks in 1980, while Dominion, in the 1984 supplement, showed more than 900. (See photograph 3.)

Cole and Curtis came on strong in the 1970's and 1980's with Star, Jet and



1. 10 key blanks in 1953 Ilco catalog.



2. Keil line of foreign car blanks.



3. Dominion 1984 supplement.

ESP producing a smaller line of the more popular foreign automotive blanks.

Let's clarify the foreign or import market defined in this article. First of all, counting blanks in a catalog is a formidable task and the actual number of blanks will depend on the counter. Second, consider motorcycles and industrial imports as foreign automotive and count those blanks accordingly. Third, rubber or plastic head, although the same blank as a metal head, are included in our overall count. Perhaps a better word would be an "estimate" of the count.

The "Car Book" from Silca (no longer available in the USA) shows more than 1700 blanks but many of these are the same blank shown under various headings, and the actual number is probably closer to 1500. Regardless of the total number, locating a blank would be simple if all manufacturers used the same numbering system, but, as you all know, this is not the case.

Let's assume that there are 1500 foreign or import blanks. Apply the numbering system from several manufacturers to these blanks, considering the fact that some of these have changed their numbering system one or more times. This puts us way up into the thousands. It is certainly no wonder why we get confused. Although it seems that the people assigning key blank numbers have secret meetings lat at night to conjure up methods of driving us crazy, this is not really the case.

All these blanks are made for the ultimate purpose to make things easier for all of us, if we don't fall off the wall before we understand the system.

Ilco, with the acquisition of several companies, along with various numbering systems, had to do some combining and changing in order to satisfy the world market. Dominion was one of the world-wide leaders in key blank distribution and those numbers

are recognized in Europe more readily than existing Ilco numbers, so consequently some Ilco numbers were changed to Dominion to satisfy the European market.

Many of these are numbers that will probably never be seen in North America simply because they are not distributed here. For a while, on the X158 to X197 series, Ilco put the EZ number on the left side of the bow and X number on the right side. Starting with X198, Ilco adopted the X numbers as Ilco numbers for domestic distribution with the X number on the left side of the bow and the EZ number on the right side. (X200 MZ22.)

This should make the future look bright, although we still have to contend with numbers that have been used for the past 30 years. A new Ilco catalog is not planned for the

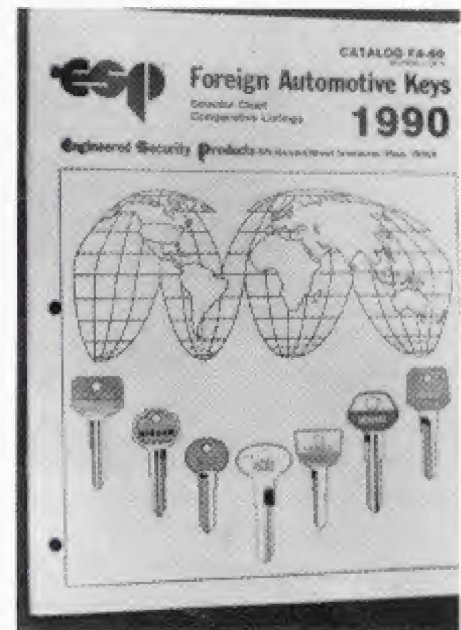
immediate future, but we could possibly see one by the mid-1990's. It will probably list the X number as the Ilco number with the EZ number underneath and no Dominion or Taylor number as is currently shown. Note here that I have used the words "possibly" and "probably" with no assurance that this will happen.

Preceded by several years of blank number juggling, the actual assembly of the Ilco No. 60 (1988) catalog started in September 1985, the book was then ready for printing in March 1988. By the time we received the No. 60 catalog, it was several months behind the current times and getting further behind with each month.

What does all this mean to you and your keyboard? Perhaps nothing, but I believe that if we understand the problem, even though we may not have

the answer, it may be easier to accept. I have used Ilco only for illustration of the efforts being made to find the answer, but believe me, each key blank manufacturer is trying just as hard.

Cole will have a new key blank reference book in print late 1990, Curtis has a supplement available for their 1988 catalog, and ESP has a new catalog, the FA-90. (See photograph 4.) Jet and Star issue regular supplements and updates, Silca (USA) has a new 1990 North American key blank catalog, No. 403, and Briggs and Stratton is getting into the act with their numbering system.



4. ESP's new catalog.

The ability to cross-reference from one catalog to another is a way of life for all of us. This will probably never change, but if you understand each system and never throw out an old catalog, your identification job will be easier.

Those computerized locksmiths who have the Blackhawk products key blank cross reference (KBX) will be happy to know that the August 1990 update is currently available with more than 22,000 cross referenced domestic and foreign numbers. That's a lot of cross reference blanks for anyone to handle.

How did we get into this mess? No one had the foresight to predict, in the 1960's and 1970's the future flow of imports into North America, consequently, import numbers were inserted into the existing numbering system for each manufacturer. Taylor used 62 for National blanks and for some reason started adding letters to 62 for foreign blanks. As the line grew, it

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became necessary to put letters in front of the 62 (a few 62 numbers were also used for flat steel blanks) and when the supply of letters was exhausted, they progressed to 63 with letters used to prefix and suffix the numbers.

This system continued until Y81, (75 was skipped for some reason and a couple of higher numbers L192M were thrown in) at which time they introduced the X numbering system that continued to X157 when Taylor was acquired by Ilco. The first foreign car X number produced by Ilco was X158, which has currently grown to X203 or even higher.

Ilco apparently started foreign car numbering with 1062 and added letters, then changed to 62 while changing the letter suffixes to Dominion numbering. Cole, using the alpha-numeric system, took a different approach and used FO (foreign) as a prefix to foreign car numbers. This system started with FO-1 and continued to FO-469.

Currently, you may have a customer hand you a key with an FO number which can take some digging to cross reference. This system would have been very similar to the Taylor X system if the system continued, but Cole

switched to country of origin for the Alpha prefix and the FO-468 became the GE (Germany) 30.

You may see Cole keys with JA (Japan), EN (England), FR (France), and IT (Italy) prefixing a number. This system was changed again with the alpha prefix now denoting the auto manufacturer. So, the FO468, which became the GE 30, now became the VW23. Taylor assigned X9 to this blank, Curtis calls it a V30, Ilco used 73VB, Dominion says it is a CA1, and ESP used V30R. Jet went for V30, Star for VW4, Silca for VO9 and Borkey for 1381. You may occasionally see an original with no numbers except perhaps for the code.

Take this same blank and renumber it for the Audi and we have another half dozen or so numbers for the same thing. Put a plastic head on it and there is another group of numbers.

There are hundreds of scenarios to these, but let's look at the Toyota T80R (Taylor). We have counted 58 cross reference numbers for this one keyway including long shank, regular shank, short shank and extra short shank as well as different bows and plastic heads. I can understand "T", "TO," and

"TOY" as a symbol for Toyota but I can't figure how anyone came up with "TR."

The letter symbols can get even more confusing with Silca's use of the alpha prefix for the lock manufacturer rather than for the automobile. But there are some exceptions to this usage. Ford blanks start with FO or FOT rather than the manufacturer, Hurd, Kolb Casi and Casi-Ymos. The Ford Tibbe number is FO21P, yet the Jaguar Tibbe is TBE1P and TBE2P.

Silca's first North American key book starts on page one with Arman, AM2R (for Fiat). The 1990 book (No. 403) starts with Alpha Romeo, showing that the lock is manufactured by Giobert-Fist and the blank number is GT6R. But this really gets confusing when we look at Mercedes. The Ilco/EZ prefix is MB (Mercedes Benz) and progress numerically, but the Silca prefix letters are NE (Neiman), YM (Ymos), CR (Clausor), and HU (Huf) for the lock manufacturer.

A lot of work went into the No. 403 catalog and there are many helpful hints in the margins for locating a blank or a particular vehicle. This is an excellent cross reference book and should be

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included in your collection of foreign car materials.

How then do we cope with this totally confusing bunch of numbers from all of the key blank manufacturers? We deal with it on an individual basis, with each shop meeting the challenge based on the existing market for its own area. We have seen, and have tried, various keyboard layouts for foreign cars such as grouping alpha numerically by manufacturer, grouping by country of origin, and grouping by lock manufacturer.

Our foreign car blanks didn't accumulate any dust for several years because we were constantly moving them around the board trying to find a logical layout that would work for us. Key board layout alphabetically by the name of the automobile works, but consider the total number of hooks of keyboard space that are involved, and the number of times that a number in inventory is repeated for various automobiles. This is an expensive way to go.

By using this method, you can have as many as nine hooks for one number, most of us don't have that many hooks to go around. If we put five blanks on each hook, we can have as many as 45

identical blanks, when maybe 10 would be enough. The same thing holds true with layout by country or by lock manufacturer. Some shops use these methods and get good results from them.

We started our system by using the Taylor numbering system for our foreign car board. After going through several periods of total disaster in moving and locating blanks, we went back to our original layout. Currently, our foreign car board has space for 500 hooks of which 410 hooks are used. The lowest number is Taylor 62SDL and these numbers progress alpha numerically through V81W where X numbers are changed.

The numbers start with X1 and continue to X203. If the introduction of new numbers continues at the present rate, we figure to have space for the next five or six years when we will have to do another rearrange or expansion of the board.

Our board currently hangs 42 rubber (plastic) heads, not including foreign car high security blanks which have their own board. All of our inventory, regardless of the manufacturer or the number, is cross referenced to the X number. That's where it goes. An MZ10P (Ilco) or an MAZ2RP (Silca)

for us is an X27P and hangs next to the X27 plain head.

While we are on the subject of blank head keys, I am confused about whether to call them rubber or plastic. The industry seems to be somewhat divided on this issue with some using a P (plastic) suffix while others use an R (rubber) suffix. We use "P" but I don't know why. I guess its because that's the way we started our system and we have just continued on that fashion.

For our customers, however, we don't use either term, instead use "Black Head" as in "Would you like this in a black head?" No choice is given, plain head or black head, since we try for the extra buck first. If the customer wants a plain head, they will tell us.

As previously mentioned, the intent of this article is not to suggest that you stock a particular line of blanks. We also do not suggest that our way is the best way to lay out a keyboard, since we gave you several suggestions that are used by various shops. I do emphasize the absolute necessity for cross reference books and catalogs of all kinds.

The 1990 Ilco Auto/Truck key blank reference (*see photograph 5*) is a good reference manual to have, but it was

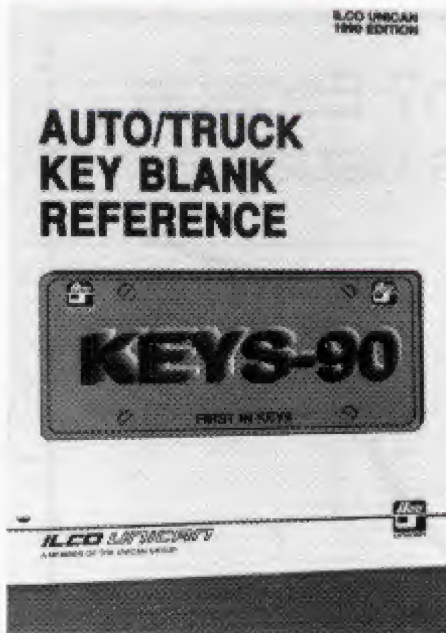


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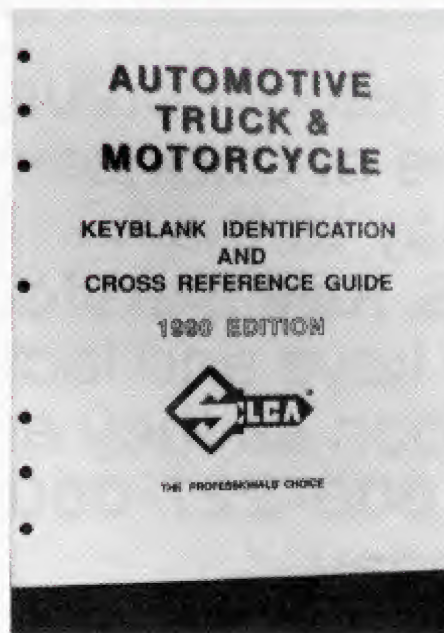
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5. In 1990 Ilco Auto/Truck key blank reference.

originally produced for hardware stores and only lists Ilco.

The Silca 1990 edition of the automotive, truck and motorcycle identification and cross reference guide (see photograph 6) is the greatest thing. Produced by Silca Key Services, Inc.



6. Silca 1990 Cross Reference Guide.

this guide was compiled by Ezio Chies and Dave Powell. It covers almost everything from a 1935 Chevy to a 1963 Porsche and a 1990 Lexus. The guide shows 82 manufacturers of domestic and foreign auto truck and motorcycles with sub-headings for year, model, code series, key blank listings

and cross reference for Silca, Ilco, Ilco/EZ, Taylor and Curtis numbers. If you have a copy, I suggest that you dig it out and start using it.

With so many people involved in trying to create some sort of logic from the chaotic mess of numbers, I feel that there is a faint light visible at the end of a long dark tunnel, but it will take time and patience to get there. Hopefully, we have made some suggestions that will enable you to develop a system that will work best for you. I do not have an answer as to why a manufacturer must use as many as eight or nine letters and numbers to identify just one key blank.

For more information contact: Blackhawk Products, 105 S. Ridgeland, Oak Park, IL 60302; Curtis Industries, Inc., 34999 Curtis Blvd., Eastlake, OH 44095; Ilco Unican Corp., 400 Jeffreys Rd., Rocky Mount, NC 27804; Silca Key Services, 9049 Dutton Drive, Twinsburg, OH 44087; Cole Consumer Products, 3110 Solon Rd., Solon, OH 44139; Engineered Security Products, 375 Harvard St., Leominster, MA 01435; Jet Hardware Mfg. Corp., 800 Hinsdale St., Brooklyn, NY 11027, and Star Key & Lock Mfg., Co., 1274 Flushing Ave., Brooklyn, NY 11237.

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Opening Moslers

"In this story you will get information on how to service the locks, overcome the internal relocking trigger, using slam pullers, and more."



by Dale Libby

I plan to do a couple of articles on one of my best enemies, the diabolical Mosler 302-402. These articles will show how to service these locks, overcome the internal relocking trigger, contain some thoughts about using slam pullers, and some general servicing procedures. The main point of this article is the care of the Mosler dial and spindle, the pulling of the dial and the possible temporary repair.

First, a little explanation about the numbers. I know some locksmiths and safemen that can quote verse and number of all parts in every safe. They are a walking parts catalog, which I am definitely not. I know a few numbers and that is how I will always be.

The numbers 302-402 simply refer to a Group II type combination lock that is the same size as a S&G 6730 series, the LaGard 1800 and 3300 series locks, and the Precision P-64 series lock. The 302 is a three-wheel lock, the 402 is a four-wheel lock.

In Mosler language, when there is a "M-R" after the number. This refers to manipulation resistant type locks, the type of lock that safemen sometimes refer to as a "clickity-click" lock. When

the dial is turned past the zero area of a properly aligned lock, there is a loud and easily felt click. This is caused by a special double part drive cam and a spring-loaded ball bearing assembly located diametrically opposed to the lever and fence in the combination lock. Hence 302-MR or 402-MR.

Let's now discuss the dial and spindle of a Mosler 302. In recent vintages, the dials are all basically the same. They are a spy-proof type with a black plastic insert in the center of the dial. The insert can vary in color and consistency, but the basic design is the same. The black dial centers are made of a bakelite substance. (See photograph 1.)

To pull the dials successfully and not



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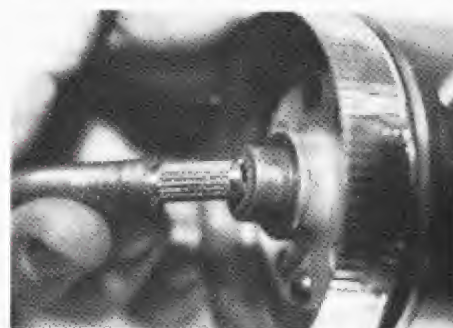
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1. Standard Mosler dial with black Bakelite inner insert.

wreck the lock, it is necessary to screw-pull the the dial. (See photograph 2.) If you try to slam the dial with a dent-type puller arrangement, you will wreck the lock body and the combination lock will be unusable. To pull the Mosler dial, it is necessary to break the center insert. This can be done by using a hammer and screwdriver.



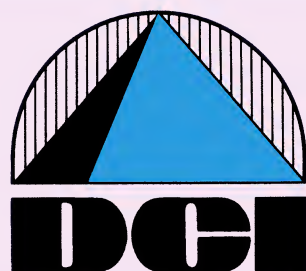
2. Dial has been easily pulled off spindle.

When the insert is broken, the end of the dial spindle can be seen flush with the bottom of the mounting cup of the dial. The next procedure is to carefully drill with a 1/4" drill directly into the center of the spindle, down to about 1/4-3/8". This hole will act as a guide for the internal puller 1/4" extension, made from a 3" (1/4" diameter) bolt. (See photograph 3.)



3. The puller cap is attached to the dial.

The puller that I have had the most success with is the Lockmasters dial puller. It is money well spent, since I



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have used it at least 75 times with no problems, and it is still going strong. The puller consists of a dial-cup with three set screws, a threaded shaft, a large slam weight, and some 3/4" nuts to keep it together. (See photograph 4.) At the end of the threaded shaft is a 1/4" hole about 1" deep. (See photograph 5.) This is what I put the extension in when screw-pulling Mosler dials.



4. Components of the Lockmasters dial puller assembly and tool.



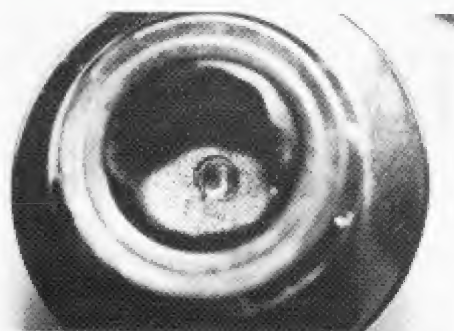
5. Note the 1/4" hole in the end of the puller shaft.

The procedure is simplicity itself. After breaking the insert and pre-drilling a shallow guide hole, attach the puller cup to the dial. This is easily done. Insert a 3" length of 1/4" stock in the center of the hole and start screwing the long threaded rod over the bolt in the hole.

There are two 3/4" cap nuts at the end of the threaded rod. Hold the puller with your hand, and with either a box end or open end of a 3/4" wrench, turn the rod clockwise until the dial is successfully pulled off.

Two things may happen here that might keep you from easily pulling the dial off. As with some of the other safe lock manufacturers, the spindles are inserted now from the top of the dial and pushed through the dial from the top. This makes it very hard to pull a dial like this. The Mosler spindle on these locks is pressed into the dial, but they can be really hard to pull. You might have to drill a little deeper pilot hole in the end of the spindle shaft to make pulling easier. (See photograph 6.)

If you drill a deeper hole, you will need a longer extension bolt to



6. Mosler dial with black plastic circle broken out.

successfully pull this dial. Do not make the mistake and try to slam the dial off, if you plan to reuse the combination lock. Once the dial starts to pull, it is easy to get it off.

Mosler spindles are non-standard for all their safes. What I mean by this is that you just cannot keep one in stock

to handle all situations. They are threaded 1/4-27 and only the last inch is threaded. Depending on the relocking device that is used in any particular safe, the shaft size will vary from 3/8" to 5/16".

Reusing the original spindle and dial is very important with Mosler, because parts are hard and long to come by, unless you have a secret source. I have tried to reuse as many dials and spindles for Mosler as possible. Lockmasters has them listed in their parts catalog, but I have not tried to obtain any. The cost, although paid by the customer, is rather expensive and delivery from Mosler cannot be guaranteed.

This is how I do it. The dial face can be taken apart. There are two self-tapping screws behind the face of the dial on the inside of the assembly. When the parts are removed, the broken



7. Components necessary to repair dial.

bakelite ring can be removed. (See photograph 7.) Now, several ways can be used to repair the center hole. Just uses a couple of 1-3/4" round luggage tags that are slightly filed down to fit. I used a luggage tag and a copper washer to fix the one I was working on in this article. It comes out nicely and looks new. (See photograph 8.)



8. The completed dial repair.

I filed down any marks the puller made on the dial and then I reinserted the dial spindle, with a little help from Epoxy glue and a large vise. I make sure that the dial is splined correctly, or as close as I can. I use the vise to press the dial and spindle together. There is more than enough metal if you have been careful in drilling your pilot hole.

Remember, you can explain to the customer that this is only a temporary dial repair. Quote him the price on a new dial, another service call, and the time involved in possibly getting the new correct dial and ring for him. Tell him that in your estimation, you think the dial will work quite well as it is (if you made the repair correctly), but to restore it to factory specs, it will require the ordering of a brand new dial. Let the customer decide, since he is paying the freight.

Currently, I am training a lady safecracker. She is good, but she is constantly coming up with jokes and puns about opening and servicing safes. Her latest question is "What kind of soap do safecrackers use?" "Dial," of course. Open and prosper!



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For Women Only

"There's one thing you must always remember,' he told me. 'I am the locksmith. You are just my smithstress,' he said in that cute macho tone."



by Sara Probasco

I can remember when I, too, thought locksmithing was only for men. From afar, I would watch Don drop pins and springs all over the floor and listen while he voiced words in an unknown voice. (A manly thing to do.)

Like a surgeon's assistant, I would stand at his elbow while he opened locksets and mysteriously dumped their innards onto a little tray, then slowly and meticulously re-assemble the myriad parts, creating a whole lock once more. I would linger wistfully in lighted doorways, blowing kisses to him, as he leaped into his service van and hastened into the night to rescue some damsel in distress.

That was the first year.

During the second year, my sphere of operation expanded. He permitted me to answer his telephone and take down service call information. Don also taught me to operate the key machines (be still my heart!) and began to speak of the possibility of me becoming competent enough to someday learn to re-pin some of the simpler locks, if I truly applied myself.

Then he opened a full-line lock and key shop. He couldn't afford to hire a full-time shop person, so I was chosen, by default. More and more he began to leave me to run his shop. After all, he had dragons to slay, and I was a mere woman.

"There's one thing you must always remember," he admonished. "I am the locksmith. You are only my smithstress. You just duplicate keys and take the work orders. I'll take care of everything else when I return.

In addition to the strange, awesome work thrust upon me, I would be forced

to conquer a whole new language with words like "Sledge" and "Kwikset," if I intended to converse with the manly types who came into the shop every day.

I'll never forget the first time I was left alone in the shop to wait on customers. I had set out a large coffee pot in an effort to attract early-morning trade in a cordial fashion. (A womanly thing to do.) A small group of men who had taken advantage of my hospitality were huddling near the front door. Obviously, their conversation was too manly for the likes of me, since they turned their backs and spoke in low tones, punctuated by bursts of riotous laughter.

When two other men entered and approached the counter, the first group parted slightly, watching to see what I would do. The first man inquired about "a good, cheap padlock." I was able to show him that we stocked various types and sizes in a wide range of prices. My audience seemed duly impressed, murmuring and nodding their heads in approval when I was able to satisfy my customer.

The second man mumbled, "I need a sledge."

I was confused. There was no snow outside, so he couldn't be referring to a means of conveyance. My mind flew to sledge hammers.

"Bright brass," he added.

So much for that idea. Who ever heard of a brass sledge hammer? "Excuse me, Sir," I said. "Tell me once again what it is that you want."

"A sledge. Just like this one." He banged a lockset on the counter. On the latch was stamped "Schlage."

The light dawned. "Ah, yes! A 'Sledge.' How stupid of me!"

My critics seemed pleased that I had finally understood. There seemed hope for me, after all.

I can't help wondering if they would have approved of my efforts to decipher a woman's stuck turtle, or the man with

a bent tail-piece, later that same day. Nevertheless, I persevered.. (We women do that, you know.) Don began to leave me more and more to run the shop.

My big break came with my first ALOA convention. For years, he had promised to take me, someday, when I was deserving of the honor. That day had finally come. Not only was I permitted to attend, he insisted that if I were to accompany him, I should at least get some training, so he enrolled me in Basic Impressioning.

Once I got the hang of it, I found impressioning fun. Upon my return home, I soon delighted in whipping out my rat-tail file and channel-lock pliers and zipping off a key or two to the amusement and amazement of the skeptical "Good Ole Boys" who had gathered round to watch. A monster had been created.

But trepidation hovered. Was I a freak? Were women really supposed to do these things? Secretly, I began to listen and look around.

At an area locksmith meeting, I overheard a member telling of his daughter's ability to "read" a key, dangling from an ignition, through the windshield of the car. She had the new one cut in seconds.

"Impossible," breathed the other men in the huddle. "A fluke!"

"No, I've seen her do it, more than once," whispered the first.

"Well, last week, I heard about a shop that hired a woman to make service calls," volunteered another.

"No! They must be crazy. Whoever heard of a woman pulling service calls?"

Gradually, I learned of several female locksmiths with their own shops. I even met some of these women and was surprised to observe that they were delightfully normal. In some instances, their husbands were also locksmiths, but some of the men

Continued on page 91

Sisters In Locksmithing

"I was given my first technical task in locksmithing when a rush order came in for twenty Schlage keys. I've been at it ever since."

by Yolanda Bailey

I became exposed to the locksmith business as most women typically do, through my boyfriend who owns a locksmith shop. My first job was finding the correct balance for the checkbook, graduating up to writing invoices and answering the telephone. Eventually, I cut my first key shortly after a noon-time rush.

I was given my first technical task of locksmithing when a rush order came in for 20 keys to a Schlage cylinder. Five of the 20 keys did not work, so I did what anyone (but a locksmith) would do, I put the non-working keys back into the machine and cut them again. I was caught at this and the job was taken away from me.

Reassuring my boyfriend that all I needed was practice, I was given more of these little tasks. I was shown how to rekey and master key deadbolts. These first cylinders of mine were brand new out of the box and the task went smoothly, increasing my confidence. I knew I would never drill a hole in a door, but I couldn't wait to open a car.

While I was daydreaming of a stranded motorist at his own house, a customer waltzed through the door with a deadbolt in his hand, and wanted it rekeyed. The men were busy, so it was up to me to rekey it. I was walking on air, until I saw the clip on the back. The clip was different than the Weisers, but I was going to use the same approach. I started for the bandaids. I was caught at this, and the job was taken away from me.

After a time, I realized wearing even just a little make-up made the male customers wary about letting me cut a key. After all, machinery is used, and young ladies with their eyelashes batting about don't know how to run machinery correctly. This was affirmed on my first pale-faced day when I sold numerous deadbolt installations to walk-in customers, cut keys and I was even allowed to oil a car door lock

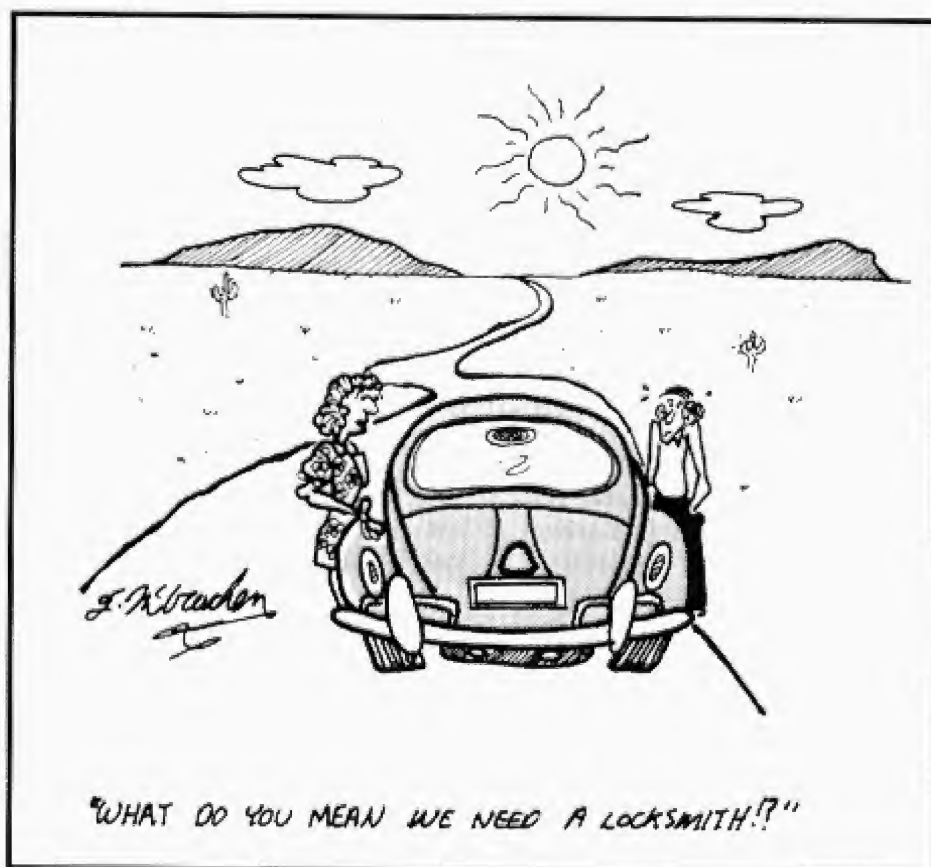
without the customer calling for a man. However, I do draw the line at my manicure.

With five years behind me of mainly watching the jobs being done, I have quite a bit of knowledge of the industry. I can tell by the way a customer holds his mouth that he wants five sets of his new Ford keys. Naturally, I can handle that as well as the men, and I find something else to do that can't wait.

Today my patience was rewarded. A fellow came in with a Ford door lock and a Ford switch. The boss said, "The man does not want to wait all day, so give me that." Though his eyes are a beautiful green, they are not perfect. The magnifying glass was retrieved many times and complaints of the door lock not marking were heard. Finally, it was successful, but not a total success. The switch was different.

I was standing over him like any vulture would. "Here, you want to do this?" I was asked. Again, I was smelling the sweet sulphur of the O-Zone layer. The first key was the only one needed. I knew it better be or the job would have been taken away from me.

I admit to being a "dubious" competitor of Joe Locke. My locksmith skills have improved over the past years, but I still get bulging eyes and people gasping as they say "You're a locksmith?" I tell them "if your lock is all dirty and greasy, (or if its a Harlock deadbolt), then I am a Security Consultant. But if you're nice to me, I will fix this lock of yours instead of throwing it at you." That is no lie. When I say that, the customer realizes this is not your ordinary bookkeeper.



The Beginner's Corner

"Probably the best way to get started is to work as an apprentice in an established shop. Here you get the experience you need."

by Eugene Gentry

It's not easy being a new and inexperienced locksmith. You are insecure, lack business sense, make some mistakes and run into a few problems. Also you find that you need tools and supplies. Maybe the old times can remember what it was like.

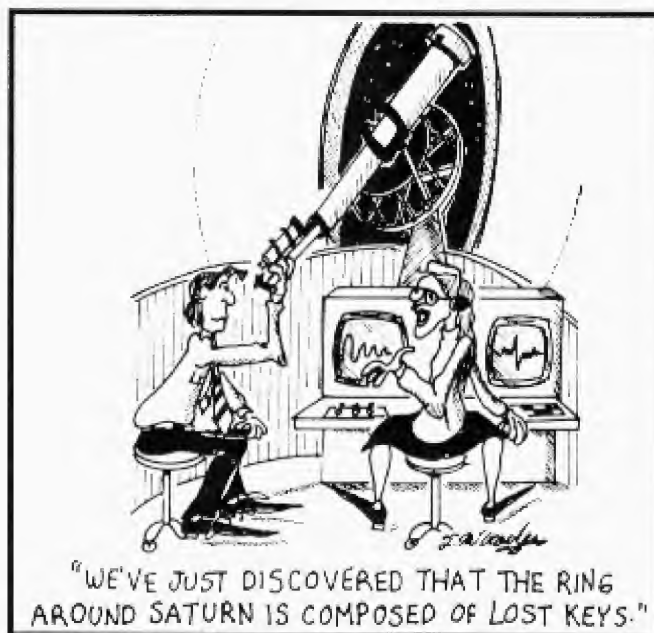
Let's assume that you have taken a correspondence course in locksmithing, or have gone to a training school, and you are asking the question: "Where do I go from here?"

Probably the best way to get started is to work as an apprentice in an established locksmith shop. Here you get the experience and are able to work your way up in the business. You might find, however as I did, that you can't get in with a shop. All of the five or six locksmith shops that I applied to, wanted someone with experience, ready to go out in the field. They frequently asked me, "Do you have any auto lock or auto opening experience? No? Well, we can't use you."

A few days after I had applied at one shop, they hired a man with seven years experience. A locksmith friend of mine was lucky. He had no school or training, but was hired by a locksmith shop that trained him. It is not easy getting hired as an apprentice because many places require three to five years experience.

In case you can't get in as an apprentice, you have to make other choices. One of these choices is to apply at hospitals, large companies, state and government institutions, but here again you might find that heavy experience is required. Many places have in-house bidding. That means that the job openings go first to people who are already there.

If no one qualifies, then it will go to an outsider. At one school district, I was told to start as a janitor and work my way up through Maintenance 1 and 2 to classification 3 where the locksmith job was listed. It probably would be easier



to get a locksmith job with a shop or institution except in cities like Phoenix, where there is a lot of competition for jobs.

Another choice, the one I took, would be to go out on your own. You get experience more slowly as you are not dealing with the high volume lock work that an established shop would. I chose to set up my van as a mobile lock shop. First I rigged up my key machine with two motors, A.C. and D.C., so it would run off the cigarette lighter. I purchased a few more tools, supplies, and then began passing out cards and rounding up business. Two tools that I found to be invaluable were a dial caliper and a scope which includes three tips, one with a pin. With this you can read wafer locks, and see with magnification inside any lock.

Even though I was keeping moderately busy, I realized that I was losing money because of insecurity. I would turn down a job if I hadn't done the job before, even though I knew the basics from school. For instance, a call came to open a 1985 Blazer. I knew from my book what kind of linkage it had, but I had never opened this model

car before, so I was afraid I would mess up. Another call came to open a vending machine located about 20 miles away. The man said it looked like it had a standard keyway, but the vending machines I had seen had tubular keyways.

I solved the insecurity problem by getting backup. I made friends with a couple of locksmiths, bought a few supplies from them, and asked if I could refer jobs to

them. One was very helpful, the other was friendly but cautious with information. Now I am not afraid to tackle any job, as there are three phone numbers in my pocket for someone who will help if I run into trouble.

One other problem you run into when you are on your own, is losing business due to lack of salesmanship. When you meet someone new, in a position to send you some business, give them your business card. When you are working on a job, suggest other work that could be done. If you are installing a new lock, suggest that all the other locks be changed to fit one key.

The new locksmith starting out, will do well if he gets a backup, someone that will help when the going gets rough. He will make money if he is aggressive in sales. Also learn from every job. When you get home at night, analyze each job you did, and think about how it might have been done faster and easier. Practice your lock picking and continue your education, learning all you can about new products and new work techniques. It's working for me.

Looking Your Best...

by Bob De Weese

I recently read a letter in the "Letters" column of The National Locksmith, from a man wanting locksmiths to improve their image. He had some good ideas, but he lost me at the paragraph about "looking the part." I take exception to his remarks about hair, beards, jeans and tennis shoes.

Let's address these one at a time, but first let me say that I am "30-something" and I consider myself a fairly socially acceptable human being. My customers must think so since I've yet to lose an account, and I get quite a few referrals.

Okay, here goes....

Hair. Mine is just below my ears on the sides and about 2" below the collar, give or take an inch. I keep it brushed and neat most of the time. Personally, I don't care for the Mr. Rogers look, but I don't particularly want to look like a member of Guns & Roses either. Hair styles are a very personal thing. A sure fire way to tick someone off is to make a crack about their hair.

Beards. I can't grow a decent one. God knows I've tried. Most of the locksmiths I know who do have beards

keep them better groomed than a Beverly Hills lawn.

Jeans. As long as they're clean and don't have a bunch of holes in them, I can't see the problem. They're extremely comfortable and they look a lot better than those dweebie uniform pants. But I do wear a uniform shirt since I think it adds a touch of professionalism. Some people don't like uniforms at all, but that's their business. After all, a uniform doesn't make you a better locksmith, does it?

I know of a very large company (no names mentioned) that hires people off the street who have never so much as duplicated a key, shows them a few videos, puts them in a uniform and calls them a locksmith. The guy can't break down a GM column, but hey, he sure looks professional.

Tennis shoes. When you get home after a long day, do you immediately take off your shoes and throw them as far as you can, then gripe about your aching feet? I don't. I do keep a pair of "steel toes" on hand for industrial work. It seems OSHA isn't too fond of tennis shoes either.

If some of you don't like the way

many of us dress or wear our hair, you're going to swallow your teeth when I tell you about my service van.

Picture a Chevy van in cherry red metallic with silver lettering, wide tires, mag wheels, and dual exhaust out the side. Under the hood is a 350-4 barrel with four bolt mains, beefed-up cam and lifters, and headers. When those "secondaries" open up, it's enough to bring tears to your eyes. Not that I advocate speeding, but time is money.

The inside has captains' chairs (the one by the workbench swivels), carpet, a sun roof and last but not least, a good 40 watt sound system, including a graphic equalizer, AM/FM cassette deck and CD player. It won't blow the windows out of the truck...but I'm happy with it.

I look at it like this. Most of us spend a good portion of our lives in or around our service vehicle, so we deserve a few creature comforts. I'll admit the "fridge" in the last truck was a little extreme.

Did I mention that it's full of a bunch of locksmith stuff, too? Well...I did it again. I ended up on a completely

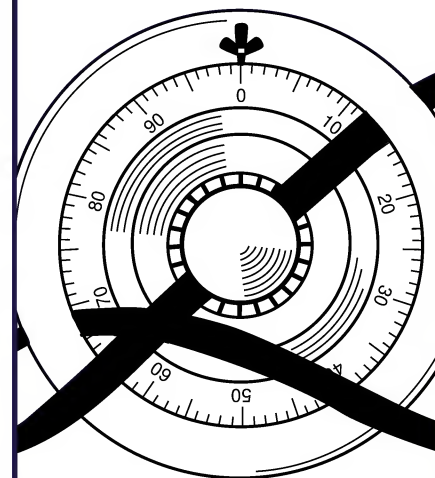
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Business Briefs

Corbin & Russwin's New Sales Representative

Stephen Farley is the new sales representative for Corbin & Russwin Architectural Hardware.

The sales representative's responsibilities include all sales activity for Corbin & Russwin in Eastern Pennsylvania, Southern New Jersey, Delaware and Northern Maryland.



Stephen Farley, graduated from Hall High School and attended Central Connecticut State University and Post College.

Albright Joins Abloy Security

Steve Albright is the newest member of Abloy Security, Inc.'s team of security specialists. Steve is a CML who has operated his own locksmith shop for sixteen years. He joins Abloy to serve as Technical Services Manager.

Steve was a special agent for the FBI before making a career change to the locksmithing trade. He has taught security related subjects in the criminal justice division at the University of Texas in Arlington as well a numerous

masterkeying classes for both local and state organizations.

As the author of technical articles for trade journals, Steve is available to answer technical questions regarding product adaptability for both the Abloy and AWI product lines.

Dorma Appoints Sales Agency

Stoessel Sales Associates is Dorma Door Control's sales agency for the New England area.

Stoessel Sales served as a factory representative and national sales manager for Russwin Division/Black & Decker, a manufacturer's representative for Rixson, and most recently, as national sales manager for Arrow Lock Company.

Dorma Door Controls Inc. manufactures a complete line of hydraulic door controls, fire/life safety door closers and hardware for tempered glass doors.

Rixson Presents Hall Of Masters Award

The Rixson-Firemark Company presented its Hall of Masters award to Jim Neuner of James F. Neuner, Inc. for an outstanding job in representing the company, its traditions and values, and the industry during his years of service for it.

Neuner, whose organization covered downstate Illinois and Missouri, Iowa, Kansas and Nebraska, retired in 1989 after representing Rixson for 28 years.

Schlage Names New Product Manager

William Espinola is promoted to commercial product manager of



Schlage Lock Company, one of the nation's leading manufacturers of security products.

Espinola will be responsible for many of the basic functional areas in marketing as it is related to the commercial channels of distribution and the various markets. Additionally, he will work closely with business development, R&D, and engineering departments along with field sales to develop and implement new product introductions.

Espinola brings to his new position 25 years of engineering experience. Prior to accepting his new post, he was the manger of technical services.

Master Lock's New Sales Manager

Gregg Cardwell joins Master Lock Company as western regional sales manager and will supervise 12 sales representatives for both Master and Dexter Lock.

Prior to joining Master Lock Company, Cardwell as district manager for the Norelco Company, a housewares and hardware manufacturer.

Cardwell, who lives in Costa Mesa, holds a B.A. in journalism Drake University.

Johnson Joins Master Lock

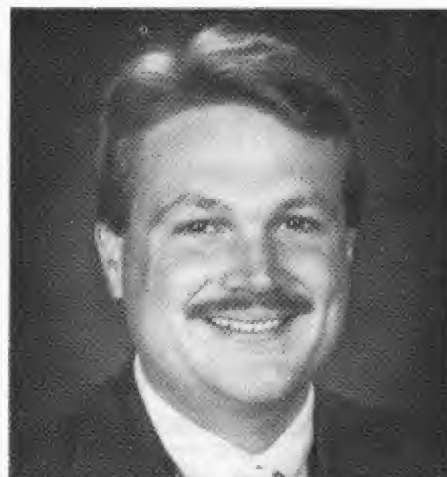
The new Chicago-based National Accounts Manager for Master Lock Company is Steven Johnson, who will be responsible for a select group of accounts, as well as providing support for the central sales region.

Prior to joining Master Lock, Johnson was a manufacturer's representative, holding several positions at Black & Decker, in its housewares division. This adds up to more than eight years of sales experience in the industry.

Rixson-Firemark Adds Staff Members

Robert C. Johnson is the new general sales manager for Rixson-Firemark, Inc. and Gilbert J. Pesavento, Jr., the former sales manager for Rixson, is joining the representative agency of Patton Associates, where he will cover the Washington D.C., Virginia and Maryland area for Rixson.

Johnson has been part of the Yale organization since 1982. His most recent position was for Reed Exit Devices. Prior to that job, he was sales manager for Yale Commercial.



Robert Johnson



Gilbert Pesavento, Jr.

Oulicky Joins American Device

American Device Manufacturing Company has named Robert A. Oulicky as the new manager of electronic products for American Device Manufacturing Company.

Oulicky recently was with the Rixson-Firemark division of Yale Security, Inc. He provided over 10 years of design engineering and product support service for the company's electronic security product line.

Oulicky's job entails providing similar engineering and support services for American Device Manufacturing Company.



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Shop Talk

Helpful Questions and Answers

Written by *all* of the following authors: Dale Libby, Robert Sieveking, Dave McOmie, Shirl Schamp, Don O'Shall, and Jack Roberts.

Shop Talk answers readers questions on any locksmith related topic. Only letters judged to be of general interest will be published. We regret that we cannot answer individual letters. Because of the volume of mail, only those questions answered in the magazine will receive answers. Send your locksmith questions to Shop Talk: *The National Locksmith*, 1533 Burgundy Parkway, Streamwood, IL 60107.

Q: I have a customer who adopted the safe in photograph one. It was made by the Safe Cabinet Company of Marietta,



1. Safe submitted for opening tips.

Ohio. It is a S-Centennial Model. The dial runs from 1-50.

Do you have any recommendations on accessing this safe? I checked the safe accessing guide, but could not find any direct application for this safe. Any help would be greatly appreciated.

*Eric Sundin
California*

A: The Safe Cabinet Company was a prolific producer of safes from World War I times up and through World War II. They used all types of locks and locking systems, some even with hardplate. The particular safe in photograph one looks like one of their more common locking systems.

The doors on these safe cabinets were meant to be fire-proof. Sometimes the doors were so thin that the lock had to be mounted on the surface of the inside door, like a rim mounted safe lock. The bolt handle and locking bolt were also visible on the outside inside of the safe door.

The lock on this unit is probably a small Yale roller-bolt type lock, with either two or three wheels and a driver. If you cannot manipulate the lock open,

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then drilling is your only recourse. To preserve the dial ring, one would have to drill outside the ring and angle in acutely to hit the lock. Some of these doors are thick and some are thin, so the angle of attack with corrections should be at least 45 degrees.

Sometimes you will hit hardplate, but most times the doors are not protected for drilling. Since the lock is small, try to use a small drill bit. Safe positions for drilling are either at 4:30 or 7:30.

Q: I am Al of Al's Locksmith Shop and I would like a little bit or a lot of information about how I should open a safe.

I have the opportunity to acquire a safe in trade for opening and removing it from the premises. It is a two-door Herring-Pt. Champion. It is a two-dial, two door safe, and I have never tried to open one before, that is the reason I am asking for your help. Any information you could give me would be greatly appreciated.

*Alfred Mellan
Pennsylvania*

A: Al, you have quite a challenge ahead of you. First, I have never seen a safe like this, but I can give you a few pointers on safes that I have worked on similar to this one.

First off, the dial on the left is phoney, or at least one of the dials is not real. Turn both dials. With one dial, you should be able to feel wheels pick up and something more within the door. When turning the other dial, it might just turn and you would not feel anything turning within the door.

If both dials feel the same, try putting pressure on the "T" opening handle while turning. One of the other dials will bind up when pressure is applied. This is the real dial. If you still cannot determine which is the real dial, opt for the dial on the right door. This is usually the active door on a double door safe.

As to opening it, from the configuration of the "T" handle and the closeness of the dial, I would suspect a direct drive type of lock. If you put pressure on the handle and the dial binds, then it is a direct drive type lock. There might even be false gates in the



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these locks and key blanks?

I also have been cutting these keys by hand, as I find this to be the only way to do it. Is it possible to cut these keys by machine, or is by hand the only and best way to do it?

Any help you can give me in this matter would be greatly appreciated.

John Scott

Ontario, Canada

Q: I have learned so much from your publications and hope you may have the answers to a few problems I've had when I tried to find the proper key blank for a lock.

The locks I am servicing are on wooden desks and credenzas manufactured by the Charlotte Chair or the Leslie Desk Co., but I cannot confirm this information. I believe the lock is German made and the name of the bowl of the broken key is Hafele with the code I.E. 2004.

Additional codes are 200N, 2010 and 2002. Being unable to locate this code, I have made a workable key by impressing a 1064 blank and cutting back the tip.

I am asking for assistance in finding the correct key blank for this lock or a workable substitute, finding the code for this type of lock, and where I may locate a replacement lock is this type.

Fred Gilbert

Pennsylvania

A: For replacement locks for certain antique furniture items, you might try contacting DiMark International at 3233 Skyway Dr., Santa Maria, CA 93455. Talk to Mark or Diane Pirman. They import from Germany a line of furniture locks which may be just what you are looking for. Incidentally, DiMark is also the importer of the Borkey line of German key machines.

Letters

Continued from page 11

pass laws affecting your trade and livelihood, think of the laws that are already passed concerning taxes, revenue, federal, state and local taxes, phone taxes, gasoline taxes, sales taxes and property taxes all look for ways to collect money. So, go to meetings for the tax subject and say no more taxes for locksmiths.

Clarence Bennett

Ohio



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DeWeese

Continued from page 80

different subject than where I started. Where was I? Oh, yeah, image.

Ponder this. The "alleged" negative image of locksmiths supposedly goes back quite a way, right? It seems to be a lot longer than the guys with the hair, the beards, the jeans and the tennis shoes have been dragging the industry down.

I don't know about other parts of the country, but around Baltimore, I don't think we have a bad image at all, other than the fact that we're too expensive. I can live with that.

The point I guess I'm trying to make is that yes, my friends, the locksmith industry and its image is changing. Not only the hardware, but also the people who make it tick. If it's changing too fast for a few of you, then maybe it's time you traded your pick set in for a nice fishing rod and headed for the coast. Somebody's got to sit on the beach and make key extractors.

Make way for a new breed of locksmiths who share information, friendship and respect for each other as individuals.

Sara

Continued from page 75

happily managed the "business" end of the business. How could this be?

My next discovery was that both the past and current presidents of our area locksmith association are women. So is the past president of the state association, and the current president of ALOA.

"Purely administrative," one of the men commented, in response to my inquiries. "Women are good at such things."

However I learned that all four of these women are "bona fide" locksmiths, and three of them own their own shops, either independently or as equals with their husbands. (Last year, the fourth sold hers to her locksmith daughter.)

Alas! Is nothing sacred? The list of blasphemies goes on and on. In the Spring of 1989, I attended a session of ALOA's PRP testing to gather information for an article I was writing.

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HELP WANTED. Drug free tech or quality locksmith wishing to learn. Safe, PO Box 5178, St. Louis, MO 63139.

Wanted

WANTED. Curtis 15 clippers. Working or not, also looking for cams and carriages. Call James at (602) 277-9595 (Phoenix, AZ). *JJ*

Continued from page 91

I learned that 25% of those being tested were women. (I suspect the percentages are even higher by now!)

But take heart, Joseph Locke, at least one sacred bastion has not been breached. To date, no female has ever won the locksmith's International Key-Toss Competition. But you'd better hurry. At the rate things are changing, it's only a matter of time!

(Interested in competing? For information and rules, write Sara Probasco, c/o The National Locksmith. An equal-opportunity competition!)

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